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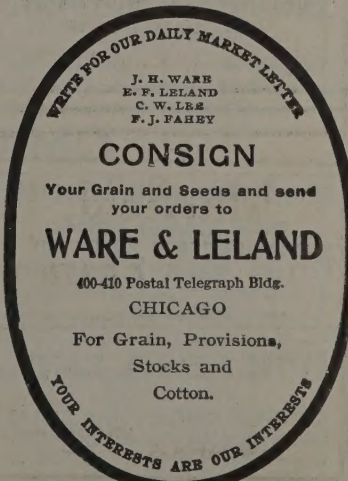
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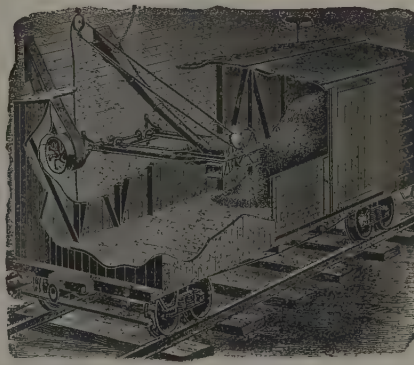
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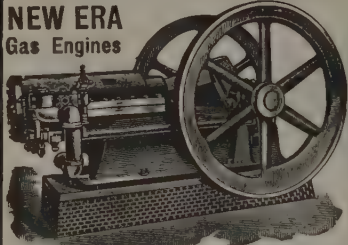
This scale book contains 100 pages 8x11½ inches. Each page
contains 5 scale tickets and 5 stubs, giving the book a capacity of
500 loads of grain. Each scale ticket is ruled for Number, Date,
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pounds, Dollars and Cents, Due to or order and weigher. While
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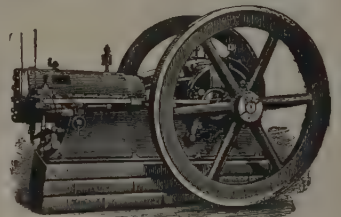
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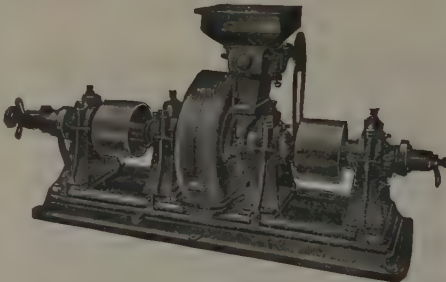
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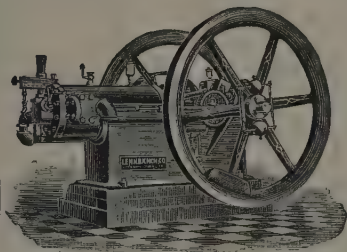
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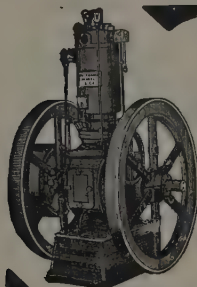
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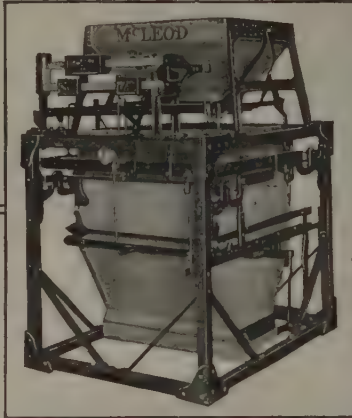
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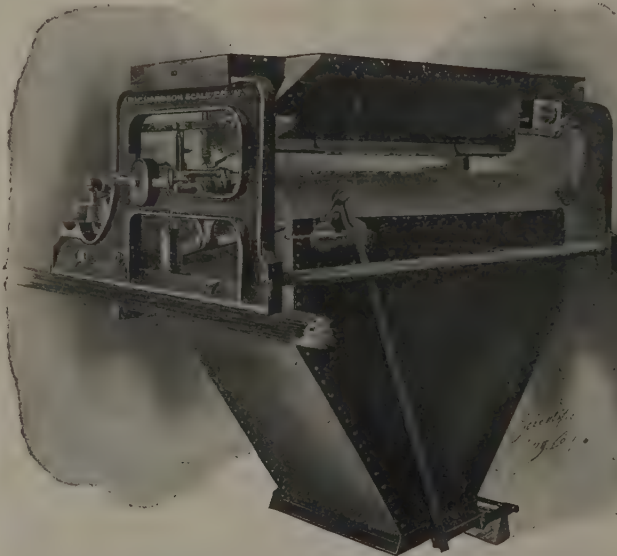
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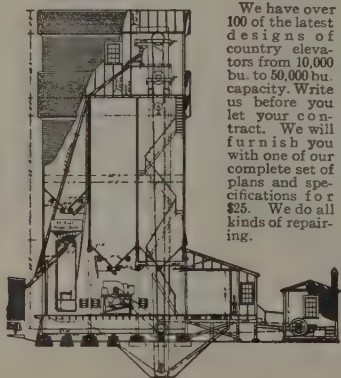
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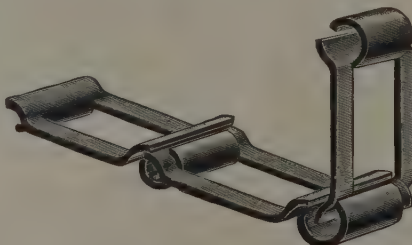
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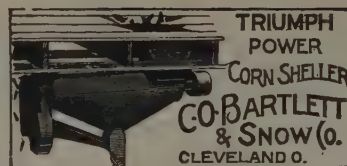
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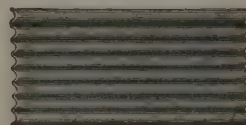
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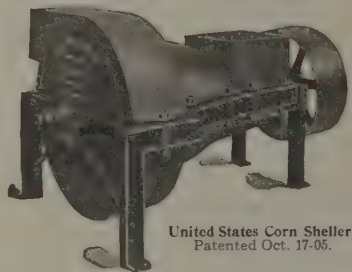
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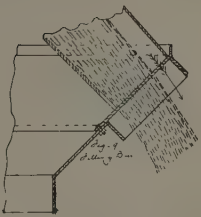


Fig. 9

Spout in position filling a bin.

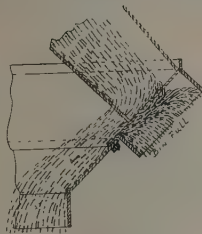


Fig. 10

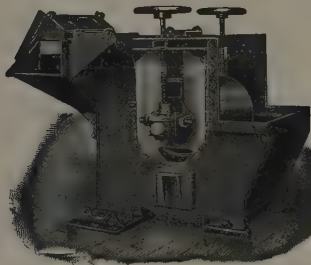
Bin is full, automatic overflow signaling operator on lower floor. Does not back-leg.



Fig. 11

Bin is full, grain is shut off, cups and spout are empty, overflow has ceased. Spout is now ready to be moved to another bin without mixing a kernel of grain.

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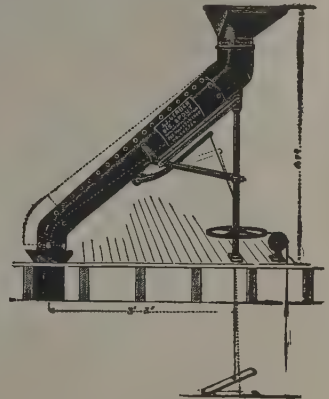
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It is 9 1/2 x 12 inches, contains 160 pages, giving room for records of 3,000 loads.* Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

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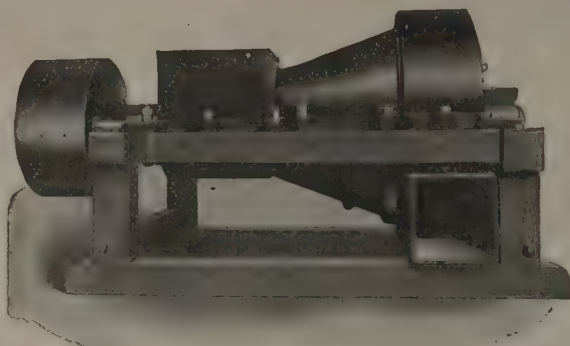
It contains 160 pages of Record Linen Ledger Paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

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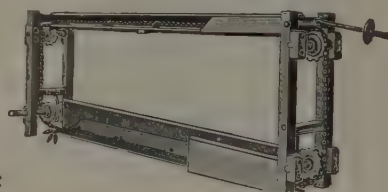
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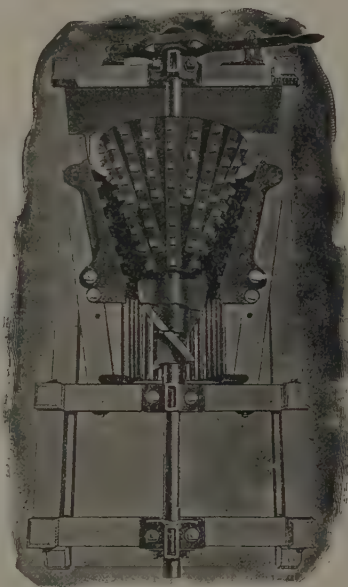
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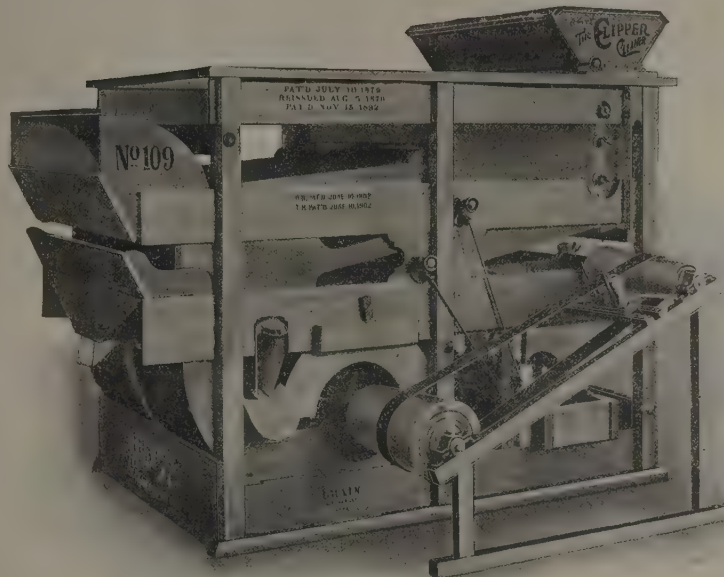
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ILLINOIS AND INDIANA elevators for sale at from \$2,500 to \$15,000. Address James M. Maguire, Campus, Ill.

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FOR SALE or trade for western land a line of elevators in the best grain section of Okla. Address Lock Box, 444, Blackwell, Okla.

NEARLY NEW elevator in Ia., handling oats, corn and hay, with good side business for sale. Address Win, Box 3, Grain Dealers Journal, Chicago, Ill.

12,000 BU. ELEVATOR for sale. Well located. Average over 100,000 bu. per season. Price \$3,500. Address S. G. D., Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE: Elevator and residence. Good grain point in N. E. Kans. Might consider a farm in exchange. Address M. S., Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE—A 60,000 bu. modern up-to-date elevator in town of 800. One good competitor. Station handles 500,000 annually. Address J. M. Maguire, Campus, Ill.

50,000 bu. capacity elevator for sale, on the best railroad in Ohio. Large territory and will sell worth the money. Address M. H., Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two modern elevators with Fairbanks Engines and well equipped. Capacity 20,000 each. Located in southern Minn. Address L. Box 48, Sioux Falls, S. Dak.

ELEVATOR on Wabash Ry. in St. Joseph Co., Ind., for sale. Capacity 10,000 bus.; no competition; good business and in center of good grain country. Bargain if taken soon. W. B. Calvert, South Bend, Ind.

FOR SALE: A good elevator in lively Kans. town of 1,500 people; one competitor; fine location; large territory; good R. R. facilities. Address M. B., Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE FOR CASH. 15,000 bu. elevator in the best country in the Panhandle. Two large warehouses in connection. Will sell cheap if sold at once. Correspondence solicited. H. C. Farrington, Chillicothe, Texas.

TERMINAL ELEVATOR K. at Minneapolis for sale. 800,000 bus. capacity. Located on Milwaukee tracks. New modern equipment including concrete storage tanks. Address B. B. Sheffield, 24 Chamber of Commerce, Minneapolis, Minn.

TWO FIRST CLASS ELEVATORS for sale in North Dakota; good business; large territory; no farmers or independent elevators at these towns. Can be bought very reasonable. Address Berg, Box 1, Grain Dealers Journal, Chicago, Ill.

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ELEVATOR FOR SALE: 17,000 capacity; 24x40x20; 7 years old; Weber 4 H. P. gasoline engine; will sell cheap, as wish to go out of business. Price \$2,200. Address Lee, Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR EXCHANGE for a small farm, by elevator located in north-eastern Ind. Doing a good business. Write for full particulars. Address Bargain, Box 5, care of Grain Dealers Journal, Chicago, Ill.

FOR SALE—A 10,000 bu. Elevator handling 200,000 annually. Mill and good feed business. Nice town of 300. No competition. A money maker. Good reasons for selling. Address J. M. Maguire, Campus, Ill.

FOR SALE—A 15,000 bu. cribbed elevator, town of 800. One good competitor. Coal, flour and feed trade. Good location on Big 4 in Central Ind. Good corn and oats country. Address S. S., Box 12, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE—We have a large list of extra good bargains in elevators in first-class locations, doing good business. Write for prices, terms and descriptions, giving location your prefer. Iowa Mill & Elevator Brokers, Independence, Iowa.

ELEVATORS FOR SALE: Minnesota \$2,000, North Dakota \$2,000, South Dakota \$5,200, Iowa \$3,000, Minnesota \$1,500. These houses are doing a good business and are worth investigating. O. M. Myers, 210 Flour Exchange Bldg., Minneapolis, Minn.

ELEVATOR FOR SALE: 50,000 bu. elevator located on land belonging to the plant; cribbed house with 2 stands of elevators; gasoline engine. Located in good farming district with coal trade. Write full particulars in first letter. C. A. Burks, Decatur, Ill.

FOR SALE: 15,000 bu. cap. Elev. on I. C. R. R., doing good business; 12 H. P. Atlas Engine, 3 dump shellers, 38-in. stone burr, also steel burr cob crusher. Coal and Implement business in connection. Ware room and office. Address Box No. 52 Bone Gap, Ill.

FIRST CLASS ELEVATOR FOR FARM Land. Located on I. I. & M. R. R. in Illinois. 30,000 bu. capacity. 18 H.P. Gasoline engine. No competition. Handle coal and lumber. Will consider good farm land. Address C. C., Box 6, Grain Dealers Journal, Chicago, Ill.

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CONTROLLING INTEREST in an up-to-date elevator for sale. Have roll for grinding feed and chop. Also corn cribs, coal house and warehouse for storing hay. This plant is a money maker. Good reason for selling. Will also sell my modern 6 room residence. Address, Eldi, Box 10, Grain Dealers Journal, Chicago, Ill.

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ELEVATOR AND FEED MILL. Exclusive grain, seed, hay, feed and coal business in a live town in northern Indiana. Good surrounding country; general farming population, German descent. 2 R. Rs. Good reason for selling. Business good for \$80,000 annually. Address D. A. P., Box 11, Grain Dealers Journal, Chicago, Ill.

A GRAND OPPORTUNITY. A modern cribbed elevator, 20,000 bushels capacity on the G. N. Ry., run only 3 years, equipped with Howe dump and hopper scales, 6 H. P. Fairbanks Gas Engine. Good territory. Thriving town with good schools and churches. A snap for a wide awake grain man. Address W. P., Box 11, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE, one of the best business chances on the market. 2 elevators in central Indiana in nice town of 3,500 people; doing 150 bbls. per month of flour trade, 1,800 tons of coal; best feed trade in city; store up town; feed grinder and coal bins with elevator at R. R. Other elevator up the road 4 miles in good territory. Owner has business in other city, can't give attention. Can supply more information on request. Address F. M. T., Box 12, Grain Dealers Journal, Chicago.

FOR SALE: Warehouse, elevator, coal house and switch. Price \$2,800.00. Warehouse is 20x50, two stories, with 10x50 shed driveway. At end of warehouse is grain elevator, engine shed, scale shed and office. Building is between the L. & N. R. R. and the Evansville & Mt. Vernon Tractor road. The switch runs by side of warehouse and coal shed. Coal shed is 8x30 with asphalt felt roofing. Switch is 340 ft. long. The machinery was put in two years ago and is in good condition. Owner wants to quit business is reason for selling. Address Wm. H. Seifert, Caborns, Ind.

TWO OKLAHOMA ELEVATORS for sale located at Cherokee and Byron on the K. C., M. & O. Ry., in as fine a portion of the new State as can be found. Byron Elevator has a capacity of 10,000 bu., Cherokee 1,200; good retail coal business at each place. Cherokee is the County seat and bound to make a good town. Both elevators are in good working order, gas engines and hopper scales in both. I own the ground on which elevators are located. Good competition; no scrapping; good schools and churches. This is a good investment for anyone who wants to go into the grain business and make a home in as fine a country as the sun ever shown on, and at the price we offer them think it is certainly a bargain. Price for both is \$8,500 cash, if taken soon. The growing wheat never looked more promising this time of the year than it does now which practically assures a good crop for next season. Come to Cherokee and look at the property and country. Call on Bradley & Sons, Real Estate Dealers, who will show up the country and elevators, as they know this country thoroughly. The road on which these elevators are located, when finished, will be a trunk line second to none, and give an excellent outlet for Southern points. It is up to you to get in on this first if you want good money making properties at a reasonable figure. Address Pan, Box 1, Grain Dealers Journal, Chicago, Ill.

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ELEVATOR FOR SALE: 100,000 bu. capacity, doing business of about 500,000 bushels a year. Located in best grain district of western Indiana, on the Chicago & E. Ill. railroad, about 100 miles from Chicago. The plant has first class equipment and is in perfect order. Write for full description and particulars. Address Nile, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in Northern Indiana on the Lake Shore Road. Cap., 10,000. 75,000 per annum; modern, up-to-date; built three years; in good grain country. No opposition. 16 H. P. Gas Engine, 4 ton wagon, scales in side. Dump for wheat and corn. 100 bus. Hopper scales; corn sheller and cleaner. Office and all fixtures and cob house. Will sell at a bargain \$4,400. Address Mid, Box 12, Grain Dealers Journal, Chicago, Ill.

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FOR SALE:—Grist Mill in good Iowa town; in operation; clears \$1,500 a year. Mill and 5 outbuildings \$4,500. Will consider \$1,000 in trade. B. C. Holle, Clinton, Iowa.

MILL STOCK FOR SALE. 200 shares of stock, to increase capital of an established and profitable milling business. For particulars address Moran Milling Co., Lamar, Mo.

250 BBL. MILL IN SOUTH DAKOTA for sale or exchange. Good location. Will sell cheap or exchange for property either real estate or stock of goods. First National Bank of Milbank, Milbank, S. D.

FOR SALE—100 bbl. mill and 15000 bu. elevator in live central Indiana town. Good coal business in connection. Mill doing thriving business at present. Good reason for selling. Address Lamb, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE: Feed Mill, grinds for cash only. Good money maker; earned in 1907 more than owner is asking for it. Making \$130 per week right now, in good town. For terms, etc., address E. Montgomery, care Feed Mill, Sycamore, Ill.

150 BBL. ROLLER MILL FOR SALE. Up-to-date, Alsop Bleacher, Plansifter system, 150 H. P. boiler and engine, coal or oil. Shelling plant in connection. Located in best wheat section of Texas. Will sell cheap, half cash, balance on time. Owners have other business. Address M, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR LEASE. 100 barrel roller flour and feed mill in southern Ohio. Elevator and corn plant in connection; water power. Plenty good wheat at mill door. Running very day; doing good business. Will sell or lease one half or whole. Investigation solicited. Address J. F., Box 1, Grain Dealers Journal, Chicago, Ill.

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FOR RENT: A No. 1 elevator, 75,000 bu., in Central Ill. Good corn crop. Address Dad, Box 1, Grain Dealers Journal, Chicago, Ill.

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WANTED: Elevator in Kansas or Nebraska, for cash. Address, Box 75, Hutchinson, Kansas.

WANTED—To buy elevator that will handle 200,000 or more per annum. Address Lock Box 15, Wellsburg, Ia.

OHIO OR INDIANA elevator wanted, doing good business. Address Nam, Box 8, Grain Dealers Journal, Chicago, Ill.

WILL BUY Ohio or Indiana elevator handling from 75 to 100 thousand bus. yearly. Answer quick. Box 353, Greenville, Ohio.

WANTED to buy or lease an elevator with privilege of buying. Give full particulars. Address 505 Harrison Ave., Greenville, O.

WE HAVE four sections of unimproved land Mercer Co., No. Dak., which we will trade for elevators in North or South Dakota. Address Room 126, Corn Exchange Bldg., Minneapolis, Minn.

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WANTED: Grain Solicitor for Chicago Market. Must be up-to-date. Should live in Northern Iowa or Minn. State references and give general information. Address A., Box 1, Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

PARTNER WANTED to join in starting elevator at good point in Indiana; or wish loan of \$5,000 on property worth \$8,000 with reasonable interest. Address W., Box 9, Grain Dealers Journal, Chicago, Ill.

I HAVE an unusual opportunity for an experienced grain man who can furnish a site for an elevator in good grain territory of Illinois or Indiana. He must furnish operating capital and take charge of the business. My client stands ready to erect a modern elevator. It will pay you to investigate. J. M. Maguire, Campus, Ill.

Grain CONTRACT BOOK

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The stub is signed by the farmer certifying that he has sold bushels of at per bu., to be delivered on or before It also certifies that he has received dollars on the contract. The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x44". If you contract for grain you can not afford to be without these blanks.

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GRAIN DEALERS JOURNAL
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SITUATION WANTED as manager of elevator. 5 yrs. experience. Can give best of references. Address G. G., Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED buying grain in elevator. One season's experience. Can furnish the best of references. Address R. A. Morrison, Drayton, N. D.

POSITION WANTED as manager of hay warehouse at some terminal point. Have had 5 years' experience in hay business. Address W. A. Dellinger, Urbana, Ohio.

POSITION WANTED as manager of elevator or office-man. Wide experience in Grain, Lumber and Hay. Best of reference. Address M. G., Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as eltr. man or to work in some cleaning eltr. Will go anywhere; can furnish good reference. 1 yr. experience. Address J. C., Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country eltr. or book-keeper for any grain firm; reference furnished; 3 years experience at both. Address W. C., Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED: Have had 3½ years' experience in the grain business. Prefer location in North or South Dakota. Can give best of references. Address Ban, Box 1, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN SALESMAN. Good acquaintance with large dealers in Middle and New England States wants to represent first class cash grain house. Address Atlantic Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as traveling auditor or solicitor; any territory. Am a practical grain and elevator man; good accountant; strictly temperate and can give good references. Address Mon, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper for grain firm or manager of country elevator. Six years' experience in grain business as bookkeeper and general office man. Good references. Address W. A., Box 1, Grain Dealers Journal, Chicago, Ill.

ONE of the greatest hustlers on record; is open for a position as manager of an elevator plant. 18 years' experience as office man; runs double entry books. If you want a hustler, answer at once. Address AA, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper or general office man, or would accept management of station. Am 25 years of age and married. Good accountant, good habits. Seven years' experience in the grain business. Good references. Address Jaf, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by experienced man, with grain co. as manager of elevator, or with large milling co. as supt. of eltr. and warehouse. Competent of taking full charge, familiar with office duties, understand grading of grain and machinery. German and American spoken. First-class references. Address P., Box 2, Grain Dealers Journal, Chicago, Ill.

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FOR SALE: 20 H. P. gas engine. American Hdwe. Mfg. Co., Ottawa, Ill.

GASOLINE engines for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

TAKEN IN TRADE FOR SALE CHEAP; 1 15 H. P. Fairbanks-Morse Gasoline Engine, 1 44 H. P. Howe Gasoline Engine. Gregory Electric Company, Chicago, Ill.

FOR SALE: Two 25 H.-P. 2 cylinder, 4 cycle gas engine direct connected to 17 KW Bullock 4-pole generators, 110-125 volts, speed 300 RPM. All these units are less than 2 years old; price for each set complete, \$500.00 Power Equipment Co., 1102 Fisher Bldg., Chicago.

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22 H.P. Fairbanks-Morse.
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10 H.P. Ohio.
25 H.P. Columbus.
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Also fifty engines of smaller sizes and all makes. A. H. McDonald, 36 W. Randolph St., Chicago.

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Engines—Corliss, Automatic and Throttling, all sizes from 1 to 500 H. P. Boilers—Horizontal, Portable and Vertical, all sizes from 1 to 200 H. P. Pumps, Heaters, Tanks, Saw Mill and General Machinery.
Write for our prices on your requirements.

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FOR SALE: two two-compartment Greiner moisture testers for gas, with glass flasks, etc. Used not to exceed six times. Price complete, \$25.00 each f. o. b. Chicago. Address Hess Warming & Ventilating Co., 907 Tacoma Bldg., Chicago, Ill.

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NEW and second hand direct and alternating current motors for sale. Franklin Electric Co., 224 S. Clinton, Chicago

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ONE NO. 7 MONITOR OAT CLIPPER for sale. Also feed crushers and grinders, steam, gas and gasoline engines, boilers and elevator supplies of all kinds. A Van Camp, Decatur, Ind.

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POWER SEPARATOR AND CLEANER WANTED. Wanted a Power Cleaner that will make 4 separations with one operation. Address J. Bolgiano & Son, Seedsmen, Baltimore, Md. Mention Grain Dealers Journal.

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SCALES for elevators and mills; low-cost prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FAIRBANKS 300 bushel hopper scale used but little for sale. Address Scale, Box 11, Grain Dealers Journal, Chicago, Ill.

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SCALES. Second hand Railroad, Hopper, wagon and smaller scales. Refitted and good as new. The Standard Scale and Supply Co., 50 & 53 S. Canal St., Chicago, Ill.

STANDARD SCALES for mill and elevator purposes. Steel frames for all standard make of scales. We meet every requirement of the best of the grain trade. Standard Scale & Mfg. Co., 601 East Court Ave., Des Moines, Ia.

MISCELLANEOUS.

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BUY LAND—\$5.00 cash and \$5.00 per month buys 10 acres of good fruit and farming land right in the oil region of Texas, chance for oil under the 10 acres you buy, showing is good. Price, \$20.00 per acre. Title warranted. Frank Thoms, 910½ Preston Ave., Houston, Texas.

WANTED: To interest several brother grain dealers in 40 different patentable inventions. First, a perfect grain car and 40 other good money makers. Need capital to secure patents and models to push. These wonderful inventions are all my own. Write for particulars. Explain all. Bro. John, Box 1, Grain Dealers Journal, Chicago, Ill.

MR. SPECULATOR—I have found, by scientific instrument, an oil field that, when developed, will excel any oil field now in Texas. A field can be brought in that will be worth several million dollars. I can prove the above to any man that will come and investigate. It will take \$10,000.00 to open this field. I have not the money. I want you to form a company and give me a working interest. If interested, address,

FRANK THOMS,
910½ Preston Ave., Houston, Tex.

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WANTED—Shippers of grain, hay and mill feeds to quote. J. H. Neil & Co., Brokers, Nashville, Tenn.

NEW CROP buckwheat wanted. The flour for sale, also car good wheat screenings. Pape & Loos, Quincy, Ill.

WANTED choice clipped oats. No objection to purified. Can use 1 to 3 cars daily. Address G. L. Graham & Co., St. Louis, Mo.

BUCKWHEAT GRAIN WANTED. We buy in large or small quantities. Write, wire or phone us when you have any to sell. Address McKenzie Cereal Food & Milling Co., Quincy, Mich.

WANTED: Chicago, Ill., Corn and Oat shipper to keep me posted with prices. Responsible buyers furnished at your terms. My brokerage \$3.00. L. W. Fawers, Broker, 421 Board of Trade, Norfolk, Va.

GRAIN WANTED. I am in the market for good, dry ear corn. Sheller located on Santa Fe and Trinity & Brazos Valley R. Rs., Houston, Tex. Quote price F. O. B. cars, stating how many cars you have, and when you can ship. W. D. VanWagenen, Houston, Tex.

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HAY AND STRAW WANTED. Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

ALWAYS in the market for sweet, well cured HAY. Correspondence solicited. Blake & Farrar, Receivers and Carload Dealers, Baltimore, Md.

HAY WANTED: Quotations on Choice No. 1 and No. 2 in large and medium bales. Will advance 95% of the purchase price. Isaie Laplante, Fall River, Mass. Boston Rate.

HAY FOR SALE.

UPLAND PRAIRIE HAY FOR SALE. Several thousand tons. Ready for shipment after Oct. 1. If you want choice hay, write me. C. H. Leggett, Fort Pierre, S. D.

ALFALFA HAY FOR SALE. F. O. B. Buffalo Gap, S. D. First cutting at \$8.00. Second Cutting at \$10.00. Put up without rain and choice. Wire or write C. T. C. Lollich, Buffalo Gap, S. D.

KANSAS UPLAND PRAIRIE HAY FOR sale. We make a specialty of the Prairie Hay Business, and will quote you delivered prices that will interest you. Also shippers of Indiana Packing hay. Write us today. J. G. Hermann & Co., Indianapolis, Ind.

COTTON SEED MEAL FOR SALE.

COTTON SEED MEAL for sale. We are manufacturers. Can quote low prices on best grades. Chickasha Cotton Oil Co., 136 L. S. Exchange, Kansas City, Mo.

FEED FOR SALE.

FOR SALE: Ground corn and oats \$1.20; Cob 80c; Feed Meal \$1.00; Famous Three "B" Horse Feed 95c per hundred. Plenty of sound, white, yellow and mixed corn. Write for prices. Branch Grain & Seed Co., Martinsville, Ind.

POPCORN WANTED.

POPCORN WANTED—Correspond with us. Bradshaw Co., New York, N. Y.

SEEDS FOR SALE.

KANSAS GROWN Alfalfa and other Grass and Field Seeds for sale. Address J. G. Peppard, Kansas City, Mo.

WHITE WHEAT and Utah Alfalfa seed for sale. If in need of either, write or telegraph Sam Williamson, Salt Lake City, Utah.

FOR SALE: If in the market for Kaffir Corn, get our prices. Quality good. Address The A. R. Clark Grain Co., Wichita, Kansas.

INDIANA SEED OATS: We offer choice heavy Indiana grown seed oats for sale. Send for samples and prices. Fox & Davis, Tipton, Ind.

NEW CROP ALFALFA SEED, Kansas-grown, acknowledged the best, for sale. Ask for samples and prices. Kansas Seed House, Lawrence, Kans.

THREE CARS of Choice Red Clover, five cars of Alfalfa seed, twenty cars seed oats, testing 40 to 45 lbs. Any amount of White Wheat. Vogeler Seed & Pro. Co., Salt Lake City, Utah.

SEEDS WANTED.

CLOVER SEED wanted—Guaranteed medium. Send sample and prices. F D. Brubaker, St. Paris, O.

CLOVER SEED wanted—Medium and Mammoth. Send samples. C. C. Norton's Sons, Greenfield, Ohio.

WANTED—Red, Alsike and Mammoth Clovers, Timothy and Millet seeds. J. G. Peppard, Kansas City, Mo.

CLOVERS WANTED—Send samples. We are in the market for Medium, Mammoth, Alsike, Blue Grass, Buckwheat, Millets, etc. Sample envelopes free. The Adams Seed Co., Decorah, Iowa.

WRITE US NOW about new crop FIELD SEEDS. Mail samples TIMOTHY, CLOVER, MILLET, MUSTARD, CHICKEN FEED GRAIN, etc. Sample envelopes for the asking. THE ILLINOIS SEED CO., CHICAGO, ILL.

SEEDS WANTED: We are now buying Millet, Clover, Timothy, Hungarian, Sugar Cane, Milo Maize, Buckwheat, White Oats, Jerusalem Corn, Brazilian Flour Corn, Blue Grass, Red Top, Bromus, Broom Corn, Speltz, Sweet Corn, etc. Quote with samples of what you have to offer. H. W. Buckbee, Rockford, Illinois.

THE FOLLOWING SEEDS WANTED: Orange, Amber and Red Top Cane, Red and White Kaffir Corn, Big German Millet, Alfalfa, Jerusalem corn, Beardless Barley. Send samples and quote prices sacked in new 10 oz. Burlap bags, delivered. Texas Seed & Floral Co., Dallas, Tex.

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GRAIN DEALERS JOURNAL.

255 La Salle St.,

Chicago.

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CORN AND VIRGIN TURKEY hard milling wheat for sale. Ask for samples and prices. Mill trade our specialty. Farmers Elevator Co., Sawyer, Kans.

PARTIES WANTING "Virgin Kansas Wheat" either ordinary hard or the choice Turkey variety, Kaffir Corn, Milo Maize, Millet or Cane seed can get prompt quotations upon same by addressing The Chas. Winthrop Co., Wichita, Kan.

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CHOICE RED KIDNEY Beans and Golden Vine Peas for sale in small shipments or car lots. Address Will Curtis, Reed City, Mich.

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FERRETS, fine working stock, prices low. Chas. D. Phelps, Dept. Y, Nova. O.

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NEW BURLAP BAGS made up promptly: bottom prices. We buy reliable second-hand bags, and carry all kinds in stock: get our prices. William Ross & Co., 59 So. Water St., Chicago, Ill.

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Send samples and get our bid before selling Clover or other Field Seeds, Popcorn, Etc.

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THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments Solicited.

Send Us Your Samples.

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Butler County (our county), largest acreage of Kaffir Corn of any county in the world.

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I buy and sell damaged malt, flaxseed and salvage grain of all kinds.

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The Toledo Salvage Co.

Buyers of

OFF GRADES and SALVAGE GRAIN

Toledo, - - - Ohio

FRANK MARSHALL

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CHICAGO

NEW YEAR RESOLUTION

WHEREAS: My grain that I have shipped during the year has not graded well, and

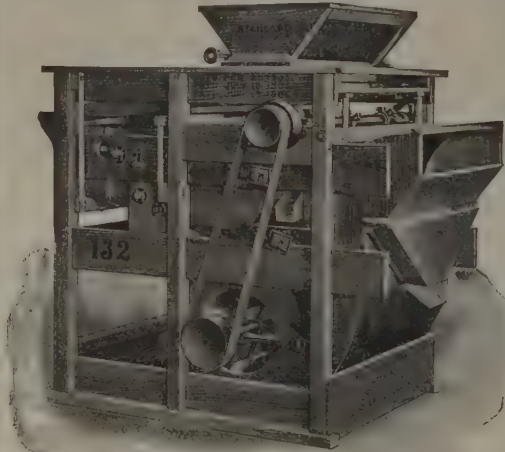
WHEREAS: I have paid too much freight on dirt, broken bits of grain, etc., therefore

Resolved: That I will start the New Year by installing a

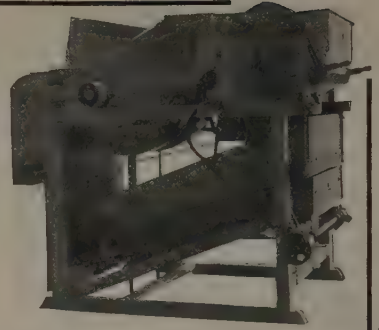
STANDARD GRAIN CLEANER

and thereby ship clean grain, get top prices and make more money.

It will pay you to investigate the **STANDARD** line of cleaners. **THEY ARE WINNERS.**



PRAME MFG. CO., Galion, O.

**Invincible
Compound
Shake
Dustless
Corn and
Grain
Cleaner**


This is a long name of a short machine that was built to meet the demands of the country elevator operator who desires to save time and make money.

It's a new make of an old reliable cleaner, two in one, that enables you to clean two kinds of grain, by changing from one to the other, without changing screens or stopping machine.

You can't help being interested for it was made for you. Install any place in elevator and it doesn't need to be braced. Stands still while in motion.

You write for more information about it then you'll send us an order.

Invincible Grain Cleaner Co.

Silver Ceek, N. Y.

REPRESENTED BY

W. J. Scott, 518 Traders Bldg., Chicago, Ill. Phone Harrison 567.
Edward A. Ordway, 518 Exchange Bldg., Kansas City, Mo.
C. L. Hogle, 5239 E. Washington St., Indianapolis, Ind.

N. W. REPRESENTATIVES

Strong-Scott Mfg. Co., Minneapolis, Minn.

To Every Reader of The Grain Dealers Journal**WE BESPEAK A PROSPEROUS AND HAPPY NEW YEAR**

AND WE SHALL HELP TO MAKE IT SO AS FAR AS THE BEST SEPARATORS
OAT CLIPPERS AND OTHER MACHINES OF "MONITOR" MAKE CAN CONTRIBUTE

HUNTLEY MFG. CO.

We are enthusiastic over the New Year and its possibilities just as we were at the commencement of 1907 and to show that our enthusiasm was not misplaced, we mention the fact that 1907 has been the largest year in our business history, our sales exceeding by 30% the largest total of previous years.

So we look forward to a larger year during the next 12 months, in short, we anticipate the biggest and best year the trade has ever known.

We are extremely grateful for the generous patronage which has been extended to us and we shall endeavor again this year to make Monitor machines contribute the fullest measure of success to elevators and warehouses.

Our New Year's resolution is that we shall always keep Monitor machines at the head in construction, efficiency and operation.

We ask your consideration during the coming year of the Monitor line which embraces

Warehouse Separators, Receiving Separators, Oat Clippers, Barley Scourers, Corn Scourers, Magnetic Separators, Buckwheat Shuckers, Buckwheat Scourers, Special Cleaning Machines for Seeds, Flax, Barley, Malt, Rice, Etc.

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Pacific Coast Agents. 10 Board of Trade, Kansas City, Mo., H. C. Draver, Southwestern Agent. S. J. McTiernan, St. Louis
Agent, Terminal Hotel.

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in its columns tell of its worth. If you would
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Letters

on subjects of interest to those engaged in
the grain trade, news items and crop reports
are always welcome.

Entered at Chicago, Ill., Post Office as
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GOLD MARKS SIGNIFYING QUALITY
OF CIRCULATION HAVE BEEN
AWARDED THE GRAIN DEALERS
JOURNAL BY THE AMERICAN
NEWSPAPER DIRECTORY

CHICAGO, ILL., JANUARY 10, 1908.

YOU can not win the respect, friendship or confidence of your competitor by knocking. It develops only discordant notes.

MORE machinery is worn out by abuse and lack of care than in the performance of work it was designed to do. The life of machinery can often be prolonged two-fold by conscientious care.

JOIN the Optimists Club and smile. Kind words convey much encouragement and make light the heart of the dispenser. Shake hands as tho you really meant it and then smile again.

DEDUCTING 100 pounds for dirt from the weight of each car of grain has temporarily been stopped by the grain elevators of Kansas City, Kan. In fairness to shippers it should be stopped for all time by all terminal elevators. Protesting against the steal by shippers will hasten its being stopped permanently.

ARKANSAS Supreme Court has decided that the fact that the Cotton Belt R. R. could not furnish cars because its cars are on some other line does not exempt the company from the penalties for failure to furnish cars to wud-be shippers. If railroads willfully enter into agreements with one another which permit and encourage the stealing and detention of cars they alone should suffer, not their wud-be patrons.

CAN a market which conducts a secret call to establish local values of grain expect long to hold the patronage of country shippers? Are the shippers too busy to read of such deception? Does it pay to keep posted?

WERE the Treasury deposits intended to move the crops of grain or the crop of securities? One reason why this aid has been confined solely to Wall street is found in the crop of five billions of new securities issued during the past three years. In 1907 \$2,100,000 were authorized, but only \$1,393,000,000 issued, as there were not sufficient government deposits to "move" them.

MANY LIVES would be saved if elevator owners would suspend from top of each bin a strong wire equi-distant from bin walls and with small balls clamped thereto at frequent intervals on the wire from top to bottom of bin. It would not require a very large wire to help a man to keep on top of the grain and assist him to the ladder in the corner of the bin, in fact a very small wire would often prevent a large loss and rob the bins of their ever threatening dangers to workmen.

THOSE who contemplate building an elevator will be pleased to read the views of builders in our supply trade columns to the effect that cheaper lumber and other material guarantees a material saving in first cost to those who contemplate such improvements. Lumber has been high priced so long that many country elevator men have seriously considered the use of concrete, steel, brick and tile, which are about the only materials now used in the construction of terminal houses.

IT WOULD not seem necessary for any association to request an organization of receivers to supply leaky car reports and thereby assist the shipper in collecting for grain lost in transit. Yet notwithstanding the adoption of a resolution by the Grain Dealers National Ass'n at its last annual convention calling upon the different exchanges to adopt the leaky car reports, the only exchange to comply therewith since the October meeting is the Commercial Exchange of Philadelphia. Next!

REPRESENTATIVE SCOTT of Kansas has introduced a bill in Congress to abolish future trading in grain and to prevent supply and demand finding expression thru any commercial channel of this country. With option trading stopped millers, feeders and other consumers will be able to buy supplies at widely varying prices and often at their own price for we will have no public market to disseminate information every fifteen minutes regarding sales actually made. The farmer would suffer most of all by the discontinuance of public grain markets.

A NEBRASKA correspondent in this number raises the point that the railroads should be compelled to furnish cars strong enough to deliver at destination all grain shipper loads into them, and he is right. However, few carriers will refuse to pay for material and labor expended in placing cars in proper condition to receive grain. If our correspondent has failed to receive pay for such service, he is probably more to blame than the carrier. We sincerely hope that shippers who have had experience in this matter will let us hear from them in full.

THE AMOUNT of broken cobs, shucks and fine dirt arriving with some of the new corn is amazing. The chances of the grain heating in transit are sufficient to satisfy even the wildest speculator without going one step farther and multiplying the chances of the corn heating by leaving in rubbish, which also reduces the grade and increases the cost of freight. Manufacturers of grain cleaning machinery have brot out several excellent corn cleaners during recent years, which can be secured for a very reasonable price, and if installed they will quickly pay their cost in increased returns from shipments.

ONE OF the last acts of E. B. Boyd, Manager of Transportation Department of Chicago Board of Trade was to induce the Rock Island lines to discontinue the practice of its freight claim department in deducting one-half of 1% from all claims for shortages in grain shipments. Henceforth the Rock Island will stand on the merits of each claim without any fixed reduction for "natural" or imaginary shrinkage. The Rock Island is to be commended for the firm stand it has taken, and it is to be hoped that the shippers associations will follow up this gain by protesting against the injustice of the "natural shrinkage" deduction by other lines.

A POINT raised by the new President of the Indiana Ass'n is from his own experience and worth serious consideration of every dealer who uses a grain tester. The smaller the tester the easier it is to make a small error which will amount to considerable on the bushel. The use of a large tester in retesting samples already tested with the small testers has developed the fact that the first test was inaccurate. Then, too, some users of testers are not posted as to the proper way to fill kettle and a discrepancy invariably results. The experienced user of a tester will take a measured bushel of grain and obtain widely varying results; especially if the grain first be poured onto the floor in a small stream, which insures the lighter grain being crowded to the outside edge of the pile. Seldom will grain taken from the heart of the pile test the same as that taken from the edge.

THE National Board of Trade seems to be disintegrating, in fact many of the strong grain exchanges have already withdrawn and no doubt the others will soon follow suit. The National Board seems long since to have lost its record of what it was begun for and has long been drifting about with neither rudder or compass and a very weak hope of making all ports desired by the individual members. An association of any kind to succeed in this day must have definite interests to promote and work earnestly and with thoughtful determination to succeed.

A NUMBER of elevator men who have been using rope to transmit power to elevator heads and machinery in cupola have been complaining that ropes wear out so quickly as to cause them much trouble and expense. Judging from the reports rendered by several engineers, who have been investigating this proposition, the fault lies with the users rather than with the rope. If ropes are kept well lubricated the lasting quality is multiplied many fold. While if the user lazily permits the rope to run without lubrication, grinding upon pulley sheaves and upon itself is so greatly increased as to reduce the life of the rope to a minimum.

TOUGH LUCK when a grain man must educate an agent of a railroad company as to what is the legal rate and in addition bear the expense of telegraphing him. Such has been the experience of T. J. Berry of the Elwood Grain Co., of St. Joseph, Mo., who is now suing the agent of the Gulf & Ship Island Railroad at Gulfport, Miss. Someone must do the fighting or the shippers will be compelled to pay for much ignorance on the part of railroad agents. Commissioner Cockrell writes: "Agents must know the rates prescribed by their companies, or suffer the consequences. In tariff circular 14-A, the commission says, referring to rates, 'If agent is in doubt he should secure information from proper officers of traffic department.'"

THE establishment of new freight rates without considering the rights or interests of shippers is recognized in all sections of the country as being unfair, hence it is but natural that whenever grain dealers get together they should adopt resolutions protesting against any change of rates until protested rates have been submitted to a hearing by the Interstate Commerce Commission and both parties at interest have been given an opportunity to show how it will affect their business. Such action was taken by the Indiana Grain Dealers Ass'n at its meeting yesterday and it is to be hoped that every grain dealers ass'n, which meets during the coming months, will take similar action and follow it up with aggressive work to have Congress so amend the law.

NOTWITHSTANDING that much higher prices than usual are prevailing for all grains, and in the face of the corn remaining in unshippable condition in many sections, scoopers are increasing with unusual speed. Many of them have been compelled to pay prices which insured a loss had the grain been shipped to a central market, but by shipping to friendly feeders in near by sections some of them have escaped with a small profit. The railroads, now that cars are plenty, seem as willing as ever to permit their cars to be detained for warehouse purposes regardless of the fact that the elevator man has provided at his own expense a depot for bulk grain and kept it open year in and year out without expense to the carrier. This alone is sufficient to entitle him to the right to have all grain loaded in bulk pass thru his elevator. He is entitled to a loading fee on the shipments from his station, just as much as the terminal elevator man ever was entitled to an elevation fee.

TELEPHONE CONTRACTS NOT BINDING.

During recent months we have learned of several defaults by shippers on sales of grain made by telephone; and it would seem very likely that others have sought to protect their bank accounts by this dishonorable route to Shirkville. If country elevator men do not consider verbal contracts binding then they surely cannot expect farmers to abide by their verbal sales.

A large percentage of the grain business is conducted without any writing, and we doubt very much that the members of the trade would relish a return to old time methods. The conveniences of modern business life so facilitate and lighten labor of conducting the business that one man is enabled to do much more than formerly. Some dealers seem determined to avail themselves of every opportunity to speculate with other people's money, and every time they do it, it is at the cost of the entire trade, because the new variety of trickery compels the conservative members of the trade to adopt new and oftentimes cumbersome precautions against a repetition of the offense. If the trade is to continue buying and selling grain by telephone then self-interest demands that each side be confirmed immediately by telegraph.

The old statute of frauds not only makes it very difficult to enforce verbal contracts for property in excess of \$50.00 value, but the Indiana statute goes further and declares specifically that:

"No contract for the sale of any goods for the price of \$50.00 or more shall be valid unless the purchaser shall receive part of such property, or shall give something in earnest to bind the bargain, or in part payment, or unless some note or memorandum in writing of the bargain be made and signed by the party to be charged thereby."

This is the exact wording of the Indiana statute, but each of the other states have similar laws. While verbal contracts may not be enforced thru the machinery of the law, still the grain trade associations can do much to protect them. All members of the trade know that the buyer or seller, who defaults on contract regardless of whether or not it is recorded in writing, commits a wrong which is inexcusable. No association can afford to encourage or tolerate dishonesty in any form and much less one, which if en-

couraged, would soon deprive the trade of the use of one of the greatest of all modern conveniences, the telephone. Buyers or sellers who default on telephone contracts should be promptly expelled.

FEDERAL SUPERVISION OF GRAIN INSPECTION.

The members of the trade, who have long hoped and wished for uniform phraseology of rules governing the inspection of grain and uniform grading of grain under such rules, doubting that the existing inspection authorities will ever of their own accord grant the uniformity desired, seem to be drifting to a middle ground, which shall thru an enactment of Congress bring about the use of uniform rules in interstate, export and import trade under the supervision of the Secretary of Agriculture.

This is the position taken by the Indiana Grain Dealers Ass'n yesterday after listening to Senator P. J. McCumber of N. D. for an hour and a half. It may be practicable for existing inspection departments to work under the supervision of the Agricultural Department, but we doubt if it will be satisfactory to the trade. If the existing inspection authorities had granted the uniform rules so long asked for the members of the trade, who are the ones principally interested in the inspection problem, would now be united against federal interference in any respect.

Unfortunately for the trade it now seems divided against its own interests. If all could meet on some middle ground and work unitedly for relief there would be some prospect of the views of those interested in the trade gaining credence with the members of Congress. The trade's first work should be to bring about the adoption of a declaration to which all can subscribe and will earnestly support.

THE CONDITION OF NEW CORN.

Never before have country elevator men been able to hold off so long from buying new corn as on the present crop. It contains an unusual amount of moisture and some report that it gives no indication whatever of drying out. Even the farmers admit the grain is too damp to handle with safety. Some shippers are even refusing to buy the grain. The only way they will handle it is at farmer's risk on a percentage.

The tight money market has been a blessing to some dealers because it has prevented their loading up with damp corn. This has made it much easier for the conservative dealers to hold off.

Another promising development of the season is that some dealers are grading all purchases just as rigidly as they know how. This, of course, is in sections where some of the corn grown is matured and dried out sufficient to ship with safety. The open winter has protected inexperienced buyers from being deceived by frozen corn.

Those who have taken chances on the new crop have been very careful to clean and blow the grain thoroly before loading into car, and the shipments have gone thru so promptly that few cars got hot. Naturally as the season advances dealers are getting more and more venturesome, notwithstanding the value represented by a carload of wet corn is unusually large. One fortunate feature of the present condition is that the buyers, fearful of results, are buying only on a wide margin when buying, and contrary to usual custom farmers are not protesting against low bids.

Crop Reports

Indiana.

Yorktown, Ind.—Corn mighty bad here.—J. S. Huffer.

Clayton, Ind.—Considerable grain moving now.—L. C. Van Arsdale.

Lyons, Ind.—Corn grading nicely and we are getting considerable.—Geo. W. Topping.

Royal Centre, Ind.—Corn commencing to come to market; very poor condition.—W. C. Sweet.

Cammack, Ind.—Corn is in bad shape here. Farmers are just cribbing. We are buying on a safe margin.—John Howell.

Bourbon, Ind.—No corn in our section at ship. It's rotting in the field. Not 1/2 crop to start with and not over 40% of that raised is sound. We will ship in corn.—B. W. Parks.

Indianapolis, Ind.—Weather and incidentally bad roads have militated against any corn movement. Soon as cold weather comes movement will begin and corn will probably decline.—F. M. Montgomery.

Iowa.

Iretson, Ia.—Small grain has mostly left farmers' hands and the feeders will use about all the corn at 5 to 6 cents above market values.—B. L. Wilcoxon.

Castana, Ia.—Only about 10 per cent of small grain left in farmers' hands. Corn very good quality, but about 40 per cent less in quantity than last year; average about 25 bus. per acre.—G. H. Lenter, agt., Trans-Miss. Grain Co.

Des Moines, Ia.—The shipping surplus of corn this year for the state at large is 32% compared with last year based at 100. If this surplus however should be shipped to localities within the state that are shipping in corn, it is probable that there would be no surplus corn to be shipped out of the state. Corn is being shipped into Northern Iowa from Kansas, Missouri, and Nebraska. The marketable portion of last crop of oats and corn that has now left farmers hands and compared with last year

is as follows, Jan. 1, 1903, 79 per cent; compared with 66 per cent of oats for Jan. 1, 1907; 19 per cent of corn Jan. 1, 1903—George A. Wells, Secy. Iowa Grain Dealers Ass'n.

Nebraska.

Papillion, Neb.—The new crop has not started to move from our station. Farmers are holding for higher prices.—J. C. Wright & Son.

Odell, Neb.—Corn is 20 per cent less than last year's crop, quality good. Wheat good; 70 per cent marketed. Oats poor; the prospect for winter wheat is good.—Farmers Eltr. Co., A. O. Burket, mgr.

Harbine, Neb.—We are having mild weather. Farmers are not inclined to sell their corn at present prices. Will wait for 50c or more. The crop was not up to expectations, altho we raised a good deal of corn.—J. S. Hole.

North Dakota.

Sherwood, N. D.—The grain at this place is mostly marketed.—E. W. Langer, agt. Cargill Eltr. Co.

Ohio.

Troy, O.—Winter wheat condition only fair. Corn crop moving slowly; not ready to shell yet.—The Allen Wheeler Co.

Pittsburg, O.—The corn is very damp and soft. We are handling very little yet. Not much wheat offered; oats scarce.—Union Grain Co.

Kyle, O.—Our corn is still too damp to shell. Does not look like it would be ready to handle for some time unless we get dry, cold weather. No wheat selling; holding for \$1.00 on the farm.—B. F. Kyle.

Burkettsville, O.—Our corn crop here is in bad condition and will not do to shell and ship before Feb. 1. It is very sappy and damp. Wheat is small and thin on the ground. The hay crop was small this season.—S. S. Earhardt.

Maria Stein, O.—Wheat is pretty fair stand, somewhat back yet, but with a good winter snow covered ground, will be all right. A good corn crop, but mostly too damp to take in. Wheat crop was very poor and hardly any for sale in this section. Had a fair crop of oats.—M. Kramer.

Columbus, O.—The condition of corn in crib compared with an average is 73 per cent and very poor. The crop generally

was cribbed before being thoroughly dried out, and there is universal complaint of damage by mold. Corn standing in shock shown the same percentage condition as that in crib. The correspondents estimate that 18 per cent of the crop remains unhusked. The unusual amount of the crop that will be fed on the farm—80 per cent—is due to the fact that a large percentage of it is soft and unmerchantable. Seed corn will be at a premium in the Spring. Many correspondents report stand of wheat generally over the state is very uneven and irregular. The early sown wheat is small, but of good color, while that late sown is making a very poor showing. The temperature during the past month was very mild, hence there has been little complaint of damage by alternate thawing and freezing.—Ohio State Board of Agrl.

Oklahoma.

Hobart, Okla.—Wheat looks well but farmers are talking plenty of greenbugs on the plant now.—F. C. Shepherd.

Cherokee, Okla.—Growing wheat never looked more promising. We are having much moisture now, which is unusual, and a good crop for next year practically assured.—H. L. Spangler.

Ft. Worth, Tex.—H. B. Dorsey, secy. of the Texas Grain Dealers Ass'n, states that not more than 50 per cent of a normal crop was planted for this season. He is advised that there was but scant planting of winter oats and with the unusual and unsupplied demand for oats now existing it would seem to him that an extensive planting of spring oats would be the part of wisdom for the Texas farmers, for the prices of oats are high and as the Texas crop is fully a month earlier than any other state it will therefore catch the high prices in whole or in greater part.

Crop Expert Le Count by cablegram has just reported to Finley Barrell & Co. that the total Argentine crop averages 13 bus. per acre, or a total of 192,000,000 bus. There has been chartered for January, February and March vessel room amounting to 1,200,000 tons, most of which is for wheat. A free movement is expected the last of January.

Crops of 1907 as Reported by U. S. Department of Agriculture.

| State or Territory. | CORN Bus. | WINTER WHEAT Bus. | SPRING WHEAT Bus. | OATS Bus. | BARLEY Bus. | RYE Bus. | FLAX-SEED. | BUCK-WHEAT. | RICE. (rough). | HAY. Tons. |
|---------------------|---------------|-------------------|-------------------|-------------|-------------|------------|------------|-------------|----------------|------------|
| Maine | 444,000 | | 210,000 | 4,266,000 | 224,000 | | | 644,000 | | 2,100,000 |
| New Hampshire | 910,000 | | | 423,000 | 48,000 | | | 44,000 | | 864,000 |
| Vermont | 1,980,000 | | 23,000 | 2,652,000 | 399,000 | 30,000 | | 176,000 | | 1,416,000 |
| Massachusetts | 1,584,000 | | | 245,000 | | 64,000 | | 42,000 | | 760,000 |
| Rhode Island | 312,000 | | | 59,000 | | | | | | 81,000 |
| Connecticut | 1,848,000 | | | 315,000 | | 180,000 | | 48,000 | | 637,000 |
| New York | 16,200,000 | 7,197,000 | | 37,086,000 | 1,975,000 | 2,119,000 | | 5,637,000 | | 5,896,000 |
| New Jersey | 8,767,000 | 1,998,000 | | 1,770,000 | | 1,372,000 | | 198,000 | | 634,000 |
| Pennsylvania | 45,922,000 | 30,095,000 | | 29,689,000 | 230,000 | 5,788,000 | | 4,626,000 | | 4,568,000 |
| Delaware | 5,308,000 | 2,460,000 | | 120,000 | | 17,000 | | 24,000 | | 109,000 |
| Maryland | 22,196,000 | 14,763,000 | | 925,000 | 33,000 | 215,000 | | 171,000 | | 336,000 |
| Virginia | 46,025,000 | 8,158,000 | | 2,862,000 | 58,000 | 207,000 | | 342,000 | | 370,000 |
| West Virginia | 21,280,000 | 4,477,000 | | 1,834,000 | | 129,000 | | 338,000 | | 870,000 |
| North Carolina | 45,078,000 | 5,320,000 | | 2,995,000 | | 154,000 | | 78,000 | 23,000 | 190,000 |
| South Carolina | 29,807,000 | 2,669,000 | | 3,900,000 | | 38,000 | | | 516,000 | 92,000 |
| Georgia | 67,538,000 | 2,673,000 | | 5,010,000 | | 130,000 | | | 61,000 | 166,000 |
| Florida | 7,017,000 | | | 411,000 | | | | | 89,000 | 27,000 |
| Ohio | 137,640,000 | 30,677,000 | | 36,480,000 | 784,000 | 305,000 | | 254,000 | | 4,050,000 |
| Indiana | 168,840,000 | 34,013,000 | | 36,583,000 | 134,000 | 365,000 | | 62,000 | | 3,143,000 |
| Illinois | 342,756,000 | 40,104,000 | | 101,875,000 | 600,000 | 1,106,000 | | 68,000 | | 3,730,000 |
| Michigan | 57,190,000 | 12,731,000 | | 30,534,000 | 1,496,000 | 5,452,000 | | 552,000 | | 3,246,000 |
| Wisconsin | 46,688,000 | 930,000 | 2,025,000 | 51,700,000 | 18,423,000 | 4,765,000 | 515,000 | 320,000 | | 3,105,000 |
| Minnesota | 43,605,000 | | 67,600,000 | 61,985,000 | 26,663,000 | 1,635,000 | 4,978,000 | 74,000 | | 1,530,000 |
| Iowa | 270,220,000 | 1,202,000 | 6,451,000 | 108,900,000 | 14,178,000 | 947,000 | 235,000 | 135,000 | | 4,900,000 |
| Missouri | 241,025,000 | 29,212,000 | | 14,254,000 | 46,000 | 265,000 | 205,000 | 16,000 | | 4,060,000 |
| North Dakota | 58,130,000 | | 59,300,000 | 22,860,000 | 15,646,000 | 379,000 | 13,000,000 | | | 238,000 |
| South Dakota | 47,175,000 | | 32,480,000 | 32,728,000 | 20,125,000 | 591,000 | 4,800,000 | | | 700,000 |
| Nebraska | 179,328,000 | 42,047,000 | 3,864,000 | 51,490,000 | 2,413,000 | 1,502,000 | 174,000 | 14,000 | | 2,250,000 |
| Kansas | 155,142,000 | 63,788,000 | 1,821,000 | 16,380,000 | 4,392,000 | 615,000 | 539,000 | 12,000 | | 2,062,000 |
| Kentucky | 93,060,000 | 8,808,000 | | 3,379,000 | 25,000 | 125,000 | | 539,000 | | 598,000 |
| Tennessee | 78,364,000 | 7,400,000 | | 3,058,000 | 20,000 | 82,000 | | 15,000 | | 508,000 |
| Alabama | 45,896,000 | | | 3,850,000 | | 17,000 | | | 35,000 | 595,000 |
| Mississippi | 25,500,000 | 22,000 | | 1,611,000 | | | | | 24,000 | 128,000 |
| Louisiana | 28,000,000 | | | 406,000 | | | | | 8,680,000 | 14,400 |
| Texas | 155,589,000 | 2,812,000 | | 9,500,000 | 68,000 | 45,000 | | | 9,088,000 | 494,000 |
| Oklahoma | 113,265,000 | 8,681,000 | | 6,270,000 | 654,000 | 23,000 | 90,000 | | | 470,000 |
| Arkansas | 43,430,000 | 1,463,000 | | 3,412,000 | | 17,000 | | | 222,000 | 250,000 |
| Montana | 90,000 | | 4,003,000 | 11,760,000 | 646,000 | 47,000 | 436,000 | | | 850,000 |
| Wyoming | 324,000 | | 855,000 | 2,220,000 | 128,000 | 9,000 | | | | 525,000 |
| Colorado | 2,608,000 | | 3,487,000 | 5,890,000 | 1,000,000 | 47,000 | | | | 1,820,000 |
| New Mexico | 1,218,000 | | 1,104,000 | 462,000 | 26,000 | | | | | 328,000 |
| Arizona | 300,000 | | 388,000 | 116,000 | 923,000 | | | | | 261,000 |
| Utah | 280,000 | | 4,637,000 | 2,025,000 | 429,000 | 76,000 | | | | 746,000 |
| Nevada | | | 960,000 | 301,000 | 280,000 | | | | | 318,000 |
| Idaho | 150,000 | 4,498,000 | 4,141,000 | 5,706,000 | 2,181,000 | 41,000 | 177,000 | | | 1,010,000 |
| Washington | 324,000 | 11,770,000 | 23,275,000 | 10,540,000 | 62,000 | 63,000 | | | | 759,000 |
| Oregon | 440,000 | 8,084,000 | 7,127,000 | 9,765,000 | 2,562,000 | 165,000 | | | | 810,000 |
| California | 1,836,000 | 20,520,000 | | 4,556,000 | 30,056,000 | 1,251,000 | | | | 1,115,000 |
| United States | 2,592,320,000 | 409,442,000 | 224,645,000 | 754,443,000 | 153,597,000 | 31,566,000 | 25,851,000 | 14,290,000 | 18,738,000 | 63,677,000 |

Defaulted on Telephone Sale of Grain.

Contracting grain without insisting upon written contracts has caused country elevator men more grief during the last six months than all other grief factories combined, and to make matters worse, some country buyers fearing lest they lose the farmer's patronage are permitting them to default on their contracts without even a protest.

Some of these shippers are not exhibiting the same resignation in settling their own sales, which dereliction on part of farmers prevents their fulfilling. In some cases it would appear that the shipper was attempting to speculate on the market without incurring any liability. Several states have statutes of fraud, which make it very difficult to enforce verbal contracts which are not specified or acknowledged in writing.

A case of this kind was recited in the Grain Dealers Journal of Nov. 25, page 659. Since then several others have come to light. Most of the defaults are on sales of oats, but some elevator men failed to get enough experience on the oat crop to induce them to change their methods, so they lost also on corn, much of which is still in unmarketable condition.

One of the worst offenders among the telephone sellers of oats is Duffy & Harrington, Otterbein, Ind., who have not made any deliveries on sales of oats telephoned during June and July. Among other losers, the Cleveland Grain Co. thru its Indianapolis office purchased 25,000 bus. of oats from Duffy & Harrington by telephone and confirmed purchase on its regular confirmation blanks, one of which is reproduced herewith. Altho the shippers sold the oats to the Cleveland Grain Co. on June 25, July 5 and July 9 they acknowledged none of the sales nor the receipt of any confirmation. In fact the first word sent to buyer was a very brief, simple letter under the date of August 31 to the effect:

"We can make no shipments of No. 3 White Oats or better.

"Very respectfully yours,
"Duffy & Harrington."

This is the only communication written by Duffy & Harrington which has any bearing whatever on the sales. They do not hesitate to discuss their sales viva voce, but very shrewdly avoided acknowledging anything on paper. The junior members of the firm seemed willing and anxious to settle the difference and prevent buyer losing by their default in delivery, but the senior member of the firm, Michael Duffy, who does not seem to take a very active part in the management of the business, has diligently refused to talk settlement on any basis, because his firm made no contract which the courts will consider binding. In fact, he seems to take more than personal delight in boasting that the firm's letter of Aug. 31 contains no reference to any contract. Mr. J. D. Watkins after calling on this firm several times has made the following sworn statement:

A Statement of the Case.

State of Illinois, County of Kankakee—ss.
J. D. Watkins, being first duly sworn, says that he is a director and officer of the Cleveland Grain Company, a corporation; that on June 25, 1907, the Cleveland Grain Co. bought of Duffy & Harrington of Otterbein, Ind., 10,000 bus. of New No. 3 White Oats, to be shipped August, 1907; that on July 5, 1907, the Cleveland Grain Co. bought of said firm of Duffy & Harrington 5,000 bus. of New No. 3 White Oats to be shipped in August; that on July 9, 1907, the Cleveland Grain Co. bought of said firm of Duffy & Harrington

10,000 bus. of New No. 3 White Oats, to be shipped in August, 1907.

That affiant is acquainted with the members of the firm of Duffy & Harrington aforesaid and the members of said firm are Michael Duffy, a Mr. Harrington, whose first name is to affiant unknown, and Emmet Duffy.

That the aforesaid purchase and sales were made by card bids of the Cleveland Grain Co., which were accepted by the said Duffy & Harrington in the usual method by telephone to the branch office of the Cleveland Grain Co. at Indianapolis, Ind.

That said Duffy & Harrington failed to make said shipments and on Oct. 1, 1907, the affiant acting for the Cleveland Grain Co. called at the office of Duffy & Harrington at Otterbein, Ind., for the purpose of adjusting this matter, either by inducing them to make shipment as agreed upon or to pay damages occasioned to the Cleveland Grain Co. by the said Duffy & Harrington's failure to make said shipments.

That affiant on that occasion saw and talked with Mr. Harrington who informed him that it would not be necessary for Emmet Duffy to be present; that Mr. Harrington then said to affiant that they had not been able to make said shipments because of the shortage in the oat crop; that he (Harrington) knew the matter ought to be adjusted and desired to adjust it; that he (Harrington) would not make an adjustment or definite proposition of set-

tlement in the absence of Mr. Michael Duffy, but that they had decided to go to the head office of the Cleveland Grain Co. at Cleveland, O., shortly thereafter and probably the next week for the purpose of adjusting this matter and agreeing upon terms of settlement; that during all of said conversation between Mr. Harrington and affiant, James H. Eastburn of Sheldon, Ill., was present and heard and can testify to said conversation.

That after waiting a reasonable time and ascertaining that no efforts had been made by Duffy & Harrington to settle with the Cleveland office, affiant met the three members of the firm of Duffy & Harrington by appointment on Nov. 8, 1907, at Otterbein, Ind.; that on that occasion Michael Duffy was inquiring concerning the details of the purchase and sale, and disclaimed personal knowledge of the transaction; and Mr. Harrington in the presence of affiant contradicted him and said in substance: "Mike, you know better, we have talked this matter over several times," and Michael Duffy in response said: "I knew of the sales having been made, but did not know that the settlement involved so much money."

Michael Duffy refused to make any proposition of settlement, but Mr. Harrington then suggested that affiant return the following day in order that the members of the firm of Duffy & Harrington might have further opportunity for consultation together; that affiant on the following morning, Nov. 9th, did return to the office

Form 2.

THE CLEVELAND GRAIN COMPANY

INCORPORATED.

CLEVELAND, OHIO.

INDIANAPOLIS OFFICE:

ROOM 25 BOARD OF TRADE.

New and Old Phone 1947

Indianapolis, Ind., 7/9/07

Messrs Duffy & Harrington,
Otterbein, Ind.

DEAR SIR: We confirm purchase from you to-day, by Phone

No. Bushels. (10000) Ten Thousand

Kind of Grain New #3 white oats or better

Price, 36¢, for Otterbein, Ind. L E & W

Time Shipment. Aug. shipment 1907.

Terms Cleveland, Ohio.

Billing Instructions, Bill to the Cleveland Grain Co., Cleveland, O., via L. E. & W. to Sandusky, Ohio, and L. S. & M. S.

Cleveland, Ohio, Weights and Grades.

Make Drafts on the Cleveland Grain Co., Cleveland, Ohio.

TO INSURE PAYMENT OF DRAFTS, PLEASE LEAVE AMPLE MARGIN TO COVER WEIGHT AND GRADE CONTINGENCIES.

Always send invoice showing on what contract grain applies, and give weights or estimate of grain in cars, or on bill of lading, when you make draft.

Extension of time for shipment, or cancellation of contracts, ONLY AT OPTION of and per agreement with BUYER.

When grain is not shipped within specified time, we consider contracts open until shipped or we notify you that we have closed same.

Off grades to be applied on purchases at market difference if salable grain.

Please bill all grain ORDER and notify the Cleveland Grain Company, or if you prefer, bill to YOUR OWN ORDER, notify the Cleveland Grain Company. If you bill to your own order, BE SURE TO ENDORSE BILLS OF LADING.

When you accept our bids please name price, and amount in bushels.
If above is not correct, please notify us at once.

Yours very truly,

THE CLEVELAND GRAIN CO.

Per Gehring

of Duffy & Harrington and there met all three members of the firm. The position taken in this conversation principally by Michael Duffy, was that while they might have agreed to sell said oats the contract could not be enforced by proceedings at law because not evidenced by writing, and that Michael Duffy refused to make any settlement; that Mr. Harrington said he thought settlement should be made, but that they would as a firm stand together.

That affiant on Nov. 23, 1907 again called at the office of Duffy & Harrington at Otterbein, Ind., and there met Mr. Harrington and Emmet Duffy, and held extended conversation with them; in the course of which they finally agreed to hold further consultation with Mr. Michael Duffy and let affiant know the results by telephone; that after leaving the office affiant met Emmet Duffy. He said to affiant that he had but little money, but that he valued his business honor and was in favor of settling; that when it came to a show down they, meaning the members of his firm, would all testify that they sold the oats as affiant claimed they had; that on none of the occasions and conversations above narrated or on any other occasion within affiant's knowledge did any of the members of the firm of Duffy & Harrington deny the contracts of sale as above set forth, but seem disposed to question only the legal liability thereon, and to avoid responsibility for the financial loss occasioned to the Cleveland Grain Co. by the default of Duffy & Harrington.

That the said matters have not to date been in any way settled or adjusted between the said Cleveland Grain Co. and the said Duffy & Harrington, and that the Cleveland Grain Co. has rendered full statement to said Duffy & Harrington of balance due upon said contract.

Further affiant says not.

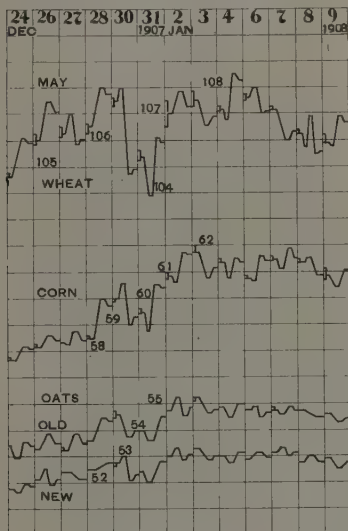
J. D. WATKINS.

State of Illinois, County of Kankakee—ss. Subscribed and sworn to before me, a notary public in and for said county, by the said J. D. Watkins, personally known to me to be the same, this 16th day of December, A. D. 1907.

C. FRED WHITMORE, JR.,
Notary Public.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and old and new style oats for the May delivery at Chicago for 2 weeks prior to Jan. 10 are given on the chart herewith.



The London Corn Trade Ass'n will ask that all Russian Bourses at shipping ports grant certificates of gross weight shipped, percentage of impurities, and natural weight, as is done at Nicolaieff; also that awards of London Corn Trade Ass'n should be enforceable in Russia.

Letters From Dealers

(Here is the grain dealers forum for the discussion of grain trade methods, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal so your convictions will be given wide circulation and have great influence. Write it now!)

HOW MONEY IS DEPOSITED TO MOVE THE CROPS.

Grain Dealers Journal—Relative to Treasury deposits in the banks for the purpose of moving the crops, I would say that in those parts of the country where agriculture is largely devoted to a single crop which moves out rapidly, as, for example, wheat in the Northwest and cotton in the South, it is always necessary to ship in an extra amount of currency with which to make payment to the farmers during the crop moving period. The demand for this currency falls heavily upon the banks in such cities as Minneapolis, New Orleans, Galveston, Atlanta, Memphis and St. Louis, and indirectly upon Chicago and New York, which supply the nearer reserve cities named.

In times of unusual pressure, such as we have had this fall, appeals are sometimes made to the Secretary of the Treasury to make special deposits of public moneys, when there is a surplus in the Treasury, in depositary banks located in cities upon which this crop moving demand falls, and this is sometimes done. These depositary banks in turn ship this money to their correspondent banks in the smaller towns where farm products are being marketed, and these banks are thus enabled to meet the unusual demands for currency which falls upon them at such times. Very truly yours, Geo. E. Roberts, President Commercial National Bank, Chicago.

PENNSYLVANIA'S FEED STUFFS LAW WAS IN CONFLICT WITH THE CONSTITUTION.

Grain Dealers Journal: Judge Audenried of the Court of Quarter Sessions of the County of Philadelphia, decided that Section 1 of the Act of April 25th, 1901, was rendered invalid under Amendment 14 of the Constitution of the United States, by the addition to the Second Section thereof, made by the Act of April 24th, 1905, in the shape of a proviso in favor of the flour millers of Pennsylvania. You are familiar with the particular clause of Amendment 14 of the Constitution of the United States, which provides that no State shall deny to any person within its jurisdiction the equal protection of the laws.

The present Feeding Stuff Law, does not make any discrimination between persons by favoring Pennsylvania millers. It does contain, however, a clause relating to the place of manufacture of certain articles of commodity. The Feeding Stuff Law, which became operative August 1st, 1907, is at the present time being vigorously enforced. Very truly yours, F. D. Fuller, Chief Chemist, Dept. of Agri., Harrisburg, Pa.

The Laplanders on Jan. 9 petitioned the king of Sweden for duty free flour, to relieve the distress caused by the wet summer.

Asked— Answered

(Readers who fail to find information desired on any grain trade subject of general interest should send us their query for free publication here. The experience of your brother dealers is worth consulting.)

MINIMUM CARLOAD WEIGHT OF EAR CORN?

Grain Dealers Journal: What is the minimum capacity of a car of ear corn? We are informed that it is the marked capacity of car. Is this correct?—Woodburn Elevator & Milling Co., Woodburn, Ind.

Ans.: No; the minimum is the actual weight when loaded to the full carrying capacity of car, in the case of ear and snap corn; and in no case less than 24,000 lbs. The railroads make an exception of ear corn. On other grains the rule is that the minimum weight is the marked capacity of car; except on oats and barley.

DOES RAILROAD PAY YOU TO COOPER ITS CARS?

Grain Dealers Journal: The agent of the Santa Fe has just presented to us in pamphlet form, illustrated, the article which recently appeared in the *Journal* by Mr. H. A. Foss.

Of course the apparent suggestion to the grain shipper is, that if cars are prepared for loading after the ideas contained in the article, leakage will be prevented, and "Jones pays the freight."

Every shipper on the Santa Fe as soon as he has assimilated the ideas, will of course rush right out and buy a few bolts of cheese-cloth, several bundles of lath and half a keg of nails. He will start a car repair department of his own and put in his time free of charge for good measure.

Then after the season is over, the agent of the railroad will again appear before the shipper with a request for a statement of the expense he has been to for repairs the past season. After the shipper has regained his senses a statement is prepared, and paid on the spot. Everything is lovely, but it is too good to be true.

We for one believe that the railroads should be compelled to furnish cars that are strong enough and in proper condition to carry the grain with which they are loaded. When cars are furnished that have to be repaired by the shipper, the railroads should pay for it. We have never received a cent from any railroad for putting its cars in fit condition to load.

We would like to hear the experience of other dealers through your columns. Yours truly, Elliott & Myers, Superior, Nebr.

Effective methods of educating Congress to the value of grain future markets were considered at a recent meeting of representatives of leading exchanges at Chicago.

Decisions of foreign arbitration courts, that are recognized by the local arbitration board, are to be upheld as far as possible, under a resolution recently adopted by the grain merchants of Rostoff, Russia.

Annual Meeting Indiana Grain Dealers Association

The Sixth Annual Convention of the Indiana Grain Dealers Ass'n was held in the Assembly room, Board of Trade building, Indianapolis, Jan. 7 and 8. The meeting was called to order by Pres. T. A. Morrisson at eleven o'clock Wednesday morning in the presence of about thirty-five dealers. Before the meeting had progressed very far however, members began to arrive in large numbers.

The purpose of the meeting, aside from the regular routine, was midway between pleasure and practical profit. Pres. Morrisson failed to follow precedent, by electing not to make a speech or deliver an address, but at once plunged the "boys into business so they could get thru, go out and have a good time."

As soon then as order was secured, Sec'y Brafford presented the following report:

Secretary's Report.

Jan. 8th, '08.

I herewith submit my third Annual Report, as Sec'y of the Indiana Grain Dealers Ass'n. I also file my financial report herewith: showing that all our obligations are paid in full, leaving a small balance in the Treasury.

While it has only been a few days since we sent out the notices for semi-annual dues, we have collected to date something like \$800.00. We wish to thank the dealers, personally, and collectively, for their promptness in paying their dues. It has been a great pleasure, to the Sec'y, to say that in his three years' service, that the dealers have always been exceedingly prompt in paying their dues: only a few requiring us to make draft.

Your Sec'y had attended fully one hundred local meetings, over the state, during the last year, and traveled something like fifteen or sixteen thousand miles.

The trade over the state is in a very good condition. We are sorry to say, however, that quite a number of our dealers, on account of the prevailing practice of engaging grain of the farmers before it is ready to deliver, made serious losses in the oats crop; to protect themselves they sold the oats as they bought them, and when delivery time came the farmers could not deliver, forcing the dealers to buy them in, and settle their contracts at ruinous prices.

There are two customs that are carried on considerably among the grain dealers in Indiana, that we would like very much to have eradicated, and go the way the Sack Lending proposition, as well as the Storage Proposition have gone. There are a very few sacks loaned, and only a few places in the state where very much grain is stored. Now I would induce the dealers to stop contracting grain ahead, and cease the loaning of money, making banks out of themselves, without interest, we would feel that we had accomplished two other good reforms. By the way, we will have a paper, from one of our Excellent Ex. Presidents, on the subject of contracting grain, and we do not wish to steal his thunder, therefore we will leave this subject.

The corn crop has been a great disappointment—not so much as to quality but as to condition, all through the Northern half of Indiana, and I may say as far South as Columbus, it seems to contain an extra amount of moisture, and the winter being very open is making it exceedingly difficult to handle, so much so that a great many of the dealers as yet have not undertaken to handle the same, dreading a repetition of last year, and especially the year before.

It is to be hoped that we will have some good solid winter weather in the next sixty days, and enable them to move quite a portion of this crop, with some degree of safety.

The grain dealers have used every endeavor possible the last year to induce the farmers, to cover their corn cribs, and in a great many cases they have done so, although, we are sorry to say, in riding over the state we notice quite a few cribs still uncovered; taking all the rain and snow on the already full of moisture corn. This corn should be graded and bought for

its worth. It is unfair to the diligent and careful farmer, who builds good cribs, and covers them, to pay him the same price that you do a careless and slothful one, who will not do so.

It is to be greatly hoped that Indiana will some day be favored with our old time summers—hot July and August nights, and dry June, when we can raise such corn as we did eight or ten years ago. The East blames our farmers for planting too large a corn—while, in a measure, this may be true, but still there are counties where they are planting the same seed they have used for a great number of years, and it always matured until the last few seasons.

Purdue University and all the corn growers are trying, however, to induce the farmers to plant a medium sized ear of pure yellow or white corn, and I am sure that when we do get a seasonable summer again their efforts will increase the yield of corn a great many fold. I think our Indiana dealers can say, and justly too, that we have been fair with the farmers, so much so that we have the honor to be elated, at present, in the state. Our dealers have always tried to co-operate with the farmers and handle the crop on as close a margin of profit, as sound business judgment will justify.

We have not attempted to arrange an elaborate program for this Annual Meeting. The Local Ass'ns were asked by the Board of Managers to arrange for a corn show, within themselves. Four of them are participating. LaFayette and Frankfort were unable to do anything, on account of their close proximity to Purdue University, which is conducting a corn show at LaFayette. It has made it doubly hard for the locals to do anything, in the way of getting exhibits, on account of the very damp condition of the corn crop.

Geo. C. Wood: I move that the report be referred to the auditing comite. Motion carried.

An impromptu sergeant was then sent out to hunt Treasurer Boyd and the meeting awaited his report which came as follows:

Treasurer's Report.

Report of Receipts and Disbursements by the Treasurer of the Indiana Grain Dealers Ass'n for the year ending December 31st, 1907.

| | |
|---|------------|
| Cash on hand Jan. 1st, 1907..... | \$166.56 |
| Total Receipts during the year..... | 3,803.28 |
| Total..... | \$3,969.84 |
| Disbursements..... | |
| Warrants Nos. 470 to 643 inclusive, paid during year..... | \$3,938.30 |

| | |
|---|----------|
| Balance on hand Dec. 31st, 1907..... | \$31.54 |
| Warrant No. 643 dated Dec. 31st and included in above report not presented for payment until after Jan. 1st and is now in bank. | |
| Jan. 1st, To balance cash on hand.. | \$31.54 |
| Jan. 7, To Deposit..... | 875.00 |
| Total..... | \$906.54 |
| Warrants issued since Jan. 1, 1908: No. 644, \$15.00; No. 645, \$10.00; No. 646, \$44.48; Total, \$69.48. | |
| Leaving actual balance cash in hands of Treasurer at close of business Jan. 7, 1908, \$837.06. | |

Respectfully submitted,
BERT A. BOYD,
Treasurer.

H. E. Kinney then delivered an address on the following subject:

Uniform Bills of Lading.

In bringing to you today my views and a report of my efforts in your behalf to bring about an order by the Inter-State Commerce Commission for the adoption if possible, or at least the promulgation by that body of a form for "Uniform Bill of Lading," I wish to thank your honorable board for the confidence bestowed in authorizing me to act for you in Washington in October, urging upon that august body our claim for such action.

Doubtless all of you have taken notice of the long and cumbersome form considered and agreed upon by a conference of shippers and railroad representatives on May

24 last, and which it appeared, might be adopted (as was promulgated by the Commission) if no other or better form could have been presented, within a specified time.

The Commission, however, were not quite satisfied with that form and set a day Oct. 14, to hear and consider suggestions and forms of Ladings proposed by shippers.

On that day, the greatest aggregation of Railroad talent, that probably ever got together on a question which they felt would be easy to control, met in Washington to consider this question of bills of lading.

At the other side of the New Willard Hotel was a gathering such as had seldom come together in the interest of the Shipping Public.

That meeting was under the auspices of The National Industrial Traffic League.

The latter body was composed of representatives of various Exchanges throughout the country.

Grain and other shipping interests also Traffic Managers of the largest manufacturing industries and associations in the Country from Massachusetts to California were represented.

In addition, the Banking interests were represented by their most able attorneys and the Insurance interests by their shrewdest counsel.

There were also present by invitation, the Hon. Chas. B. Watts, of Canada, representing the Toronto Board of Trade and the Dominion Millers Ass'n, Hon. James E. Walsh, Manager of the Canadian Manufacturers Ass'n, and Hon. Walter Blair, Law Clerk for the Canadian Railroad Commission.

This meeting considered, section by section, the bill of lading, as had been proposed.

As the objections appeared so formidable and insurmountable, it was decided the only method was to fix a new form.

A committee then proceeded to draft an order bill of lading and a plain bill of lading to be printed on different kinds of paper, the one to be "Original Uniform Order Bill of Lading," the other to have plainly printed upon its face "Not Negotiable."

The discussion of these forms was participated in by such eminent lawyers as Prof. Williston of Harvard University, Thos. B. Paton, American Bankers Association, New York, and Lee Marshall, Counsel Bill Lading Committee American Bankers Ass'n.

One can readily see that the legal points [here he read forms] were carefully guarded and the shippers side was in the hands of gentlemen representing the industrial and shipping interests from every point of view.

It is a fact that bills of lading cannot be made negotiable under the law and the best that can be done is to secure for our bankers and the owners of property consigned, the greatest safeguards obtainable through the order bill, also to safeguard its issue in every way possible, thereby protecting all against fraud and forgery.

The uniform order lading provides that agents must affix their official stamp and it ought to be demanded even on the old form by every shipper now as it would make papers look better to the receiver who puts up his money as advances and would make the Bankers look upon it with more favor when it is used for collateral purposes.

This form of lading will give a shipper the opportunity of having his case tried by a local Court and this will prevent him being hauled about from one Jurisdiction to another, saving many expensive proceedings looking to the interpretation of each printed condition of a long and confusing lading, such as that proposed by the Railroad people who endeavor always to inject as many technicalities into the contract as possible, serving the better their purpose of wearing out a small claimant.

The Insurance interests must also be considered, as many shipments involve this question and nothing in this form of lading interferes with adjustment of any insurance or makes it uncertain as to who the beneficiary should be in case of loss.

The carrier receiving for transportation should be held responsible for proper delivery at final destination and that is not covered by the phrase "For Transportation," marked "Consigned and designated."

Under these heads, responsibility has been denied beyond the line of original receiving carrier.

I doubt any authority of law whereby Carriers may set aside their common law liability by embodying in bill of lading special rules and onerous conditions. The published tariffs are their lawful rates, their only rates and subject to the full liability under common and statute law. If by special conditions or contract, with the understanding and acceptance by shippers, the carriers choose to lessen their liability,

they should give to the shipper something in return for such exemption—a lower rate.

The bill of lading should be free from all confusion of rules and conditions and express briefly the obligations of contract entered into for transportation and delivery of property.

J. M. Brafford: I move that Mr. Kinney's speech be referred to the Com'te on Resolutions. Motion carried.

Com'tes were appointed as follows:
Resolutions: Geo. C. Wood; Claude Loughry; O. J. Thompson; Dave Anderson and H. E. Kinney.

Auditing: W. D. Wilkinson; Jas. Wellington and Wm. F. Donlin.

Adjourned to 2:30.

Wednesday Afternoon Session.

Pres. Morrison called the meeting to order at 2:30 with over one hundred grain dealers present. Vice-Pres. Goodrich was called to the chair.

Geo. C. Wood created a great deal of interest on the subject of Grain Contracting in Advance of Delivery by reading the following address:

Grain Contracting.

This question can be considered from both an ethical and a business standpoint. As a dealer it is your business to equip yourself with every thing necessary to receive and store the producers' grain. It is your business to be ready to receive the products of the farm every business day in the year.

When once these products are in your possession, you, the dealer, must of necessity take all the risks. You must take the risk of this grain getting out of condition, of misgrading; the risk of fire; you must take the risk of a car shortage. You all know what happens when you fail to fill your contracts.

If the market is a declining one, your sale is canceled promptly; if an advancing one, and your sale is canceled, a sight draft is made against you for the difference in price; or if the time of shipment or delivery is extended, you are charged a very handsome premium for the privilege.

Are not all these risks and chances enough for the average dealer to assume? Why should the dealer voluntarily step into the breach between the producer and a possibly declining market?

No man would wish to engage his grain unless he believed there would be a decline in the market. If you made it a business to engage grain for future delivery, you must of necessity become a speculator. You must either sell the option or sell the actual grain for a specified delivery.

If the option is sold, it frequently happens that the option and the price of the actual grain do not run in parallel lines by reason

of manipulation. Who is going to stand for this fictitious difference in price, you or the producer whom you have gone out of your way to accommodate?

Every one of you can answer that question in unison without a dissenting voice. Suppose on the other hand you should sell the actual grain for future delivery. In addition to the risks heretofore enumerated, what others do you assume and stand for?

Suppose the harvest is late and the grain cannot possibly be delivered to you in time for you to make shipment according to contract, who will stand good for the loss on a canceled contract caused by climatic conditions? Suppose the grain is of inferior quality, is there one among you who will grade this grain as rigidly as you expect the same grain to be graded in the terminal market? Again, will you discount this off grade grain as heavily as you would if you did not have it engaged? Would you not expect and fear the wrath of the producer if you made an adequate discount under these conditions?

Would you not expect to be accused of extortion, of taking advantage of the fact that the producer was compelled to deliver you his grain?

Isn't it true that the average grain dealer has sufficient "troubles of his own"? Then why assume others unnecessarily?

Let us consider the ethical side of the business, or the morals of the trade. How many of you who contract grain from the producer for future delivery, have observed, in the case of a rapidly declining market, what a wonderful yield a twenty-acre oat field will make? And on the contrary in the case of a rapidly advancing market how many of you have observed what a short yield some fields make?

What becomes of the difference between the actual yield under these conditions and the amount delivered to you? The answer is your competitor in most cases gets the grain. Why should you be a party to this temptation to dishonesty? It is on a parity with the practise of advancing money on crops or extending credit indiscriminately. You often lose not only the man's custom but your account as well.

Isn't it true that as a rule your method of doing business is what you elect to make it? You can loan grain bags, store grain, even to the point of putting yourself out of business, advance money, extend credit, and engage all the grain in your territory even before it is put in the ground, if you want to, or you can avoid all this.

You can buy and sell on the market if you elect to do so. You can educate your trade that way. You can educate your patrons to hold their crops when harvested, if the price does not meet their views, until such time as it does.

In my judgment if the farmers could be educated to hold back on their farms a large per cent of their surplus grain when harvested, especially in the case of a large corn or oat crop, it would inure greatly to their benefit and would make our business both more pleasant and profitable.

After eliminating every risk possible to

avoid, isn't the grain business sufficiently hazardous to make the average grain dealer lead the strenuous life?

If as a dealer you are in the habit of engaging grain and your neighbor does not do so, how often do you yield to the temptation to step over into his territory and buy a large bulk of grain away from him and thus incur his ill-will and invite retaliation? If you wish to speculate in grain, why own an elevator and incur the additional expense and hazard necessary to its operation? Why not operate wholly on the Board of Trade? My own observation and from the best information to be obtained from other dealers who live in territory where the practise of selling the crops previous to harvest time, prevails to the greatest extent, leads me to the belief that the class of farmers who indulge most in this practice, is the renter; and moreover the rule certainly is that the more grain engaged, the more money there is advanced; and that the bulk, if not the whole, of the money of the crop is spent before it is harvested, and they are not only ready but are compelled to repeat the same process on the next crop to be harvested. Where these conditions prevail what an opportunity the grain dealer has to withdraw temptations to dishonesty and teach practical lessons of frugality.

Is it not true that in the majority of cases our successful business men, grain dealers included, are those who buy and sell a commodity on the market, and who take and are satisfied with a fair margin of profit? If this proposition is conceded to be true, then it necessarily follows that any grain dealer or association of dealers who adopt this method of business is in a position to pay the producer more for his grain than the dealer or association who follows a different policy with its added risks and hazards.

As an Ass'n of grain men, we have nothing to conceal. The public is invited to participate in our deliberations. Our proceedings are published in the newspapers. What battles we have fought and won have not only inured to our own benefit but in a like degree to the benefit of our patrons.

As grain men we come in direct contact with our patrons and no class of men, not even excepting preachers and doctors, know the weaknesses and follies of humanity better than ourselves; therefore let us strive with unanimity to eliminate every temptation to dishonesty not only among ourselves but among our patrons as well, and stand at all times for such methods and practises only which promote honesty, frugality and fair dealing.

J. M. Dunlap: In our district known as Shelbyville I was the only man, who favored the proposition of not buying grain until it would grade. It's the only way, the only happy way, and the only fair way to do business for yourself and treat the producer right. The most embarrassing situations I have to deal with



Director E. K. Sowash; Sec'y J. M. Brafford; Pres. P. E. Goodrich; Vice-Pres. W. B. Foresman; Treas. B. A. Boyd; Directors R. Alexander, O. J. Thompson and Cloyd Loughry.

is to settle with a farmer when something goes wrong.

I have in mind a case which came to my observation within the last two years. At our station corn was 40c and a large amount of contracting was done. Corn went off 5c per bushel. Corn was in no condition to market and all lost money because it was rushed in to fill contracts, and then it wouldn't grade. Where is the advantage in contracting? There are a number of disadvantages and I think it shouldn't be purchased until it is weighed on the scales.

T. J. Ryan: I approve all that was said in Mr. Wood's paper. There used to be a great deal of storing done in our part of the country, but I never did it. I pay first class price for first class corn. I advance very little money and do very little contracting. Can say that my actions in business show that I approve all that Mr. Wood said.

E. W. Phares: Those of us who contracted oats last season didn't get 10% on them. We made the contract all right but we didn't make the farmer pay up. Personally I have quit contracting. I think it is nonsense to talk about enforcing a contract with a farmer, for if you do, you lose his business and how are we going to live without their business. I am surprised that an intelligent set of men as there are here will contract with a farmer and really expect him to live up to it.

W. A. Alexander, a farmer of wide repute, then presented the farmers view of the matter of contracting grain, declaring that he liked to make money just as well as any one else. He declared that when he made a contract he fulfilled it, and that most of the farmers did the same. "The renter who can only stay one year on a place is the fellow who is working the skin game. I knew one farmer who sold his grain to three different elevators."

The president wanted to know if there were any more farmers present, and a voice suggested Bert Boyd.

P. E. Goodrich: When we buy grain we pay the farmer what the grain is worth the day he delivers it at the elevator. We have made plenty of money because we have done that. Last summer we settled with farmers for their oats all the way from 32c to 46c for the same crop. All of us made money. I believe in the main the farmer is honest. He wants to get all he can.

Harry Kress: Don't know as I can say much of benefit to you on this subject, but I think buying before delivery from the farmer is a bad thing. I remember once when I was in the elevator business I contracted for 20,000 bus. of oats and only got about 9,000 bus., so I lost all my profit. I quit trying to buy from the farmer and went to buying from the elevator man to see if I couldn't skin him.

Aaron Gardner: Did I understand you to say, Mr. President, that if a man came along with 5,000 bus. of corn to sell you wouldn't buy it only as it was delivered at the elevator?

P. E. Goodrich: Yes, sir. I wouldn't buy it.

Aaron Gardner: Well we do down our way. We do business any old way down there. [Cheers.] Well I might as well tell the truth about it. We take in corn before it is in condition, and contract for grain, but I fully appreciate what Geo. Wood said. I think it is very disagreeable to contract ahead, but we have to do it.

O. J. Thompson: I am glad to hear

the gentleman say what he did for I believe there are arguments for and against buying contract grain from the farmers. When the farmer has his grain ready for market, is getting it from the thrasher, then it is your duty to protect him. You can hedge your stuff. We make more money out of contract grain than any other grain, and when we buy from the farmer we expect him to deliver the grain. I don't believe the farmer is as bad as you paint him, for we haven't had any trouble getting our contracts we have made with them filled. When you buy grain on a declining market you protect the farmer and make money yourself for you have hedged it.

E. W. Phares: I should like to have the gentleman tell me how he knows when the market is going to decline.

O. J. Thompson: You know more about the markets than I do, but it doesn't make any difference whether it goes up or down you can protect yourself.

J. M. Brafford: Any trade made over the telephone in Indiana for over \$50 is not legal unless money has been paid or a portion of produce delivered. Some of the farmers have learned this and dealers who have bot oats for future delivery are unable to make delivery because they can't get them. If the grain dealers had sold much corn this year they would have been ruined.

A. F. Files: There is one point in Mr. Wood's speech about advising farmers. I doubt the advisability of advising the farmer to hold or sell his grain. If you strike it right you're all right but if you are wrong then you are condemned. I think the most successful farmer is the one who sells his grain when it is ready, and I think the same thing about the grain dealer.

President Morrisson relieved vice pres. Goodrich and said: I think local conditions and situations have a great deal to do with buying contract grain. Now Geo. Wood is an awful good friend of mine and I don't like to take issue with him, but we buy grain when it is ready to come. I think the dealers made a big mistake by not buying this new corn sooner. It was in much better condition to buy in October than it is now. Down our way we advance money on the grain if the farmer wants it and when he sells his grain we expect the crop.

Andy C. Brown: I think dealers should use a great deal of discretion in the matter of contracting. I believe that when buying from the farmer the number of bushels should be specified.

Pres. Morrisson then asked the attention of the meeting while he introduced a man "whom I suppose is a stranger to all of you (?) E. H. Culver, Chief Inspector of Grain, Toledo."

Mr. Culver took his speaking position amid cheers. He said in part:

The New Corn Crop.

Now about the corn crop in which you are all interested.

Out of a total of 472 cars of corn tested so far this year in Toledo for moisture, all of the corn concerning which there was some question about the grade, 16 cars or 3% of the total graded No. 2, which means that it had 18% or less of moisture in it. 183 cars or 40% graded No. 3 (more than 18% or not over 19% of moisture). 172 cars or 36% graded No. 4 (more than 19% or not over 21% of moisture), and 101 cars or 21% of the total graded "Sample" (over 21% of moisture and some of it as high as 37%).

Indiana's lowest test was 23.3% moisture and the highest 36%. Only one state went above that, which was Michigan, at 37.3%.

Now if you will take a No. 1 Baking Powder can, fill it full of corn and send it to us we will gladly make the moisture test for you.

You Indiana Grain Dealers have got to do some advising to the farmer. They can't let their corn go thru zero weather. I talked to 5,000 or 6,000 Ohio farmers last week and in some of the cribs in Indiana and Ohio I found some of the corn red hot already. I found some of the dealers who are grading the corn. Some of them actually doing that. My market, I assure you, is ready and willing to assist you in any way it can.

One trouble with the farmers in Ohio and Indiana is that they buy their seed corn some place in the South, in Kansas City, or in some southern climate like Cairo and bring it here and expect to get good corn. It will not mature. The corn is too large. You must get the farmer to return to a small cob and small kernel or you will not get matured corn. You should look after the farmer instead of having him look after you. Have him buy his corn at home in the immediate vicinity where it is raised. Then the climatic and soil conditions are the same.

Clover Seed.

The question of clover seed grading at Toledo was discussed and arguments against the present system of sending out quotations for prime clover seed, which according to the Toledo grading is not raised by the farmer was forcefully presented by J. M. Brafford and S. Bash. Mr. Bash elicited cheers from the dealers when he said that in spite of the fault which the dealer would find with the seed of the farmer he would declare the huller told him it was the best he had huller that season. So the dealer in the face of the Toledo prime quotation would have to bid up in spite of himself.

E. H. Culver spoke concerning the method, but would not defend the Toledo custom as he said he had trouble enough of his own to look after. He promised however to take it up with the Directors of the Exchange, three of whom were present, and he felt sure they would be willing to consider the matter favorably to the dealers. The matter was referred to the Resolution Com'te.

The President appointed the following Com'te on Nominations.

Nominations: Fred B. Fox; E. M. Wasmuth; Chris Egly; M. L. Conley; J. W. Waltz; J. W. Cooper; E. A. Feight.

A. F. Files resignation of his directorship was read and accepted by the convention. Mr. Files resigned because he had changed his residence from Muncie to Indianapolis and felt that since the latter city was already so well represented, he ought to resign in favor of some one in the country.

Meeting was adjourned until Thursday morning at 10:00.

Thursday Morning Session.

President Morrisson called the Thursday morning session to order at 10:30 a. m. and asked A. E. Reynolds, President of the Grain Dealers National Ass'n, to introduce Senator P. J. McCumber of North Dakota.

Mr. Reynolds: The Grain Dealers National Ass'n has from its inception stood for the improvement of grain trade methods. It has been first and foremost in championing the cause of uniform rules and grading and to-day is working to that end. The needs of the trade in this line have been recognized by our own fellow citizen, the Hon. James E. Watson, who introduced an inspection bill in the last Congress. Several bills providing for Federal inspection have also been introduced by the Hon. P. J. McCumber of North Dakota who will now address you on the subject.

Senator McCumber: I wish to preface my remarks with the statement that I must treat of the subject as I know it. I am familiar with the conditions existing in my own state where the grain business

is in the hands of large line elevator companies. The inspection is controlled and conducted in a neighboring state. I know nothing of the conditions existing in your state.

Senator McCumber on Federal Inspection of Grain.

Confidence is the life of trade. Integrity is the foundation upon which that confidence must ever rest. The value of any great product of commerce rests principally upon the necessity for its use, and secondarily upon the faith the public has in it. Food products will always find a market at some price, even tho there is grave suspicion as to their purity and character, because the world must have food. Not so with those that are luxuries only. No one will purchase a diamond, which he suspicions to be paste, at any price. Distrust in the one case lowers the selling value; in the other it absolutely destroys it.

Confidence in the character, quality and quantity of any article of commerce forces its price upward to the highest point; distrust drives its price downward to the lowest possible point. The one engenders a spirit of buoyancy and good cheer, the other stagnation and debility, in the life of trade.

Three months ago the heart of this country was filled with a bright and glowing hope. Every mill was in operation; orders were coming in; new lines of enterprise and trade expansion were being considered; we were receiving higher prices for all our farm products than for many years past; our balance of trade was still piling up its annual half billion of dollars in our favor; there was nothing in our commercial skies to raise even a suspicion that the ensuing year would not be as inviting and as prosperous as any of the ten years that had passed. But in a day, a single incident brot into being the demon of distrust, and at its approach every industry recoiled before its withering breath, and every trade felt its paralytic touch. We are still doing business, but what kind of business? Our grain values have fallen about twenty per cent, entailing a loss of millions to the agricultural class of the country. With more money in the country than ever before in its history, and with more cash in the banks than at any time since their creation, we are doing business with Clearing House certificates.

But, Mr. Chairman, financial distrust is not the only distrust that affects our great commerce in cereals. Distrust as to grade, distrust as to character and quality have for years hung over the grain trade. The farmer has

mistrusted the local buyer; the local buyer has mistrusted the commission or middle man; the latter has mistrusted the terminal elevators, and the foreign purchaser has mistrusted all the rest. Can any man say that such a condition does not seriously, almost disastrously affect our commerce in grains? Can any man acquainted with the grain trade of the country who does not close his ears to the complaints that are world wide deny that there is such a distrust? At this point it is not necessary for me to consider whether the distrust is well or ill founded. I will discuss that later. The question now is, does it exist? And if it does exist, is it having its natural effect upon the market value of our products?

Dissatisfaction: I will travel over the commercial field a few moments and see if there is such a degree of suspicion as I have indicated. I will start with the producer, the farmer. I know that very many members of boards of trade do not consider him an important factor in the discussion of commercial problems relating to his products. His mission, they seem to think, is solely to raise the grain, that others may have profit out of its sale and distribution. In many ways, however, the cultivation of his confidence would tend toward better grades and the eradication of this very element of distrust. If he finds that his best wheat, carefully cleaned and prepared for market, is liable to be graded lower than that taken directly from the separators, it is not surprising if he markets his product in a poor condition. He may well say: "What is the use?" He does say now, and ever since the grading system was introduced, has been saying that his grades are on the whole too low, that every doubt is resolved against him and in favor of the purchaser; that the great elevator companies purchase his grain at one grade and sell most of it at a higher grade; that the grading is carelessly and inefficiently done.

A farmer in my state a few years ago said to me concerning the marketing of his grain: "I shipped two car loads of specially good wheat to the terminal market. One car graded No. 2, the other No. 3. I ought to have had No. 1 for both. Both cars of grain were practically the same. I had one car also of very poor wheat, wet sprouted, and foul. I had no room for it, no place to dry it, and I decided to ship it out and get the best I could for it, naturally, expecting to have it inspected 'No Grade.' It certainly was not even No. 4. You can imagine my surprise when I got my returns; it was graded No. 2, and I got more out of it than I got out of one of the cars of my good grain."

This is the testimony of but one person;

I could secure like evidence by the tens of thousands.

The farmers in my state ship a large proportion of their grain direct to the terminals, and the complaint is universal that absolutely no reliance can be placed upon the grades.

An Experience: I had occasion some years ago to ship a couple of car loads of grain from a farm which I then owned. I first placed it in a special bin in an elevator, not having a car ready to be filled from the bin into two cars. That wheat was thoroly mixed, absolutely uniform in character, quality, weight and cleanliness. Not a drop of rain had ever fallen on it, and it was one of the years in which the crops were exceptionally good. One car was graded at the terminal No. 1 Northern with very little dockage; the other car of identically the same kind was graded No. 2 Northern with about three times the amount of dockage. I ascribed this failure rather to incompetency than to intent. But this is the experience of practically every shipper of wheat in the state.

Grading In and Out: Again, our farmers know at what grade their grain is taken in at the terminal elevators, and they know at what grade it is sold out of the same elevators. The annual reports made by the inspection departments of the several great cities are public, and the facts which they disclose do not tend to eradicate suspicion and dissatisfaction on the part of the producer and independent buyer.

Here is a table from the chief inspector of grain of the State of Minnesota, showing receipts and shipments of grain for the year ending August 31, 1901. Each year will show about the same condition.

| | Receipts. | Shipments. |
|---------------------|------------|------------|
| No. 1 Hard | 341,567 | 1,000,438 |
| No. 1 Northern..... | 10,070,414 | 16,900,917 |
| No. 2 Northern..... | 7,341,594 | 3,978,311 |
| No. 3 Spring..... | 1,335,830 | 444,041 |
| Rejected | 258,063 | 184,471 |
| No Grade | 1,335,521 | 344,823 |

It will be seen from this table that there were three times as many bushels of No. 1 Hard shipped out as were received into the elevators; that about seven million more bushels of No. 1 Northern were shipped out than were received in; that about twice as many bushels of No. 2 Northern were received in as were shipped out; and that three times as many bushels of No. 3 were received as were shipped out. In other words the higher grades become still higher, the lower grades are metamorphosed almost entirely into the higher grades after the grain had reached the elevator. Of course we all know that these higher grades are produced from the lower by cleaning, mixing, drying, handling, etc., in the elevators.



Some of the Dealers at Indianapolis Meeting Jan. 8-9, 1908.

The cost of passing the grain through the suction draft while it is being elevated is so slight that the farmer can scarcely be taught to believe that it should make one or two grades difference, and as a matter of fact, it should make no difference whatever. He is entitled to the highest grade his grain will justly bring after it has been aired or put through the suction draft. The amount taken for dockage should be sufficient, and in my opinion is amply sufficient to cover the expense of cleaning.

Independent Buyers: The independent buyers at the country elevators find themselves beset by the same difficulties. They dare not trust their own judgments. They are forced to resolve every doubt as to grades against the producer, for self-protection, on account of the erratic grading at the terminal points. Not only this, but in many instances they must compete with the line elevators. They must sell their grain at the terminals to the same company whose agent may be purchasing at an adjoining elevator and whose interest it would be to eliminate them from the field of competition. They naturally feel that their competitors already having that one advantage ought not to be possessed of the additional one, the appointment of an inspector who is beholden to them for his position.

The Miller: When I come to the miller I find the same complaint—no confidence in the grades. He finds himself compelled in many instances to purchase direct from the terminal elevator and to accept the mixture which has been concocted in the mill and the grade which has been placed on it by the inspector. He generally prefers to do his own mixing. The consensus of opinion of the millers of the country, as near as I can ascertain, points to the unreliability of grades as a great detriment in their line of business.

The Foreign Purchaser: The price of our grain is finally fixed by the foreign demand. If that demand is lively, if the trade is satisfactory, freed from contention and disappointment, no one will deny that it will add to the value of the American product and to the consequent legitimate profit of all dealers. But if our consular reports are at all reliable, the mixing of grades and the inefficient inspection and grading of our grain have seriously and depressingly affected our trade abroad during the last few years.

Consul Thomas R. Wallace, speaking of the grain trade in Northern and Western Europe, says in substance that the grain trade from the United States within his district has been declining for some time, and if such dissatisfaction becomes general throughout Europe, the losses to the people of America in this important branch of their export trade will be enormous. The dealers of this section complain that they have suffered excessive losses through the purchase of grain from America by its not grading up to the standard given in the inspector's certificate in kind or quality. Wheat sold as good winter wheat and so certified is often found to be new wheat mixed with old and often wormy wheat. They say further that the American shippers violate these facts, but of late years refuse to take any precaution against them.

Are These Complaints Justified? If there was nothing in these complaints, if they were chimerical only, resting entirely upon the imagination, still good business judgment would demand such change as would eliminate them. But they are justified. The distrust may be greater than the facts will warrant, but there are enough injustices and wrongs in the present system to condemn it beyond all measure and demand immediate remedy.

Notwithstanding the repeated declarations of the Minnesota Inspection Department that it is looking carefully after the interest of the North Dakota wheat grower and local purchaser and that we ought to be thankful we are in such generous hands, we know that its system is not a fair one. The legislature of its own state has discredited it. Investigating committees from other states have again and again discredited it, and every annual report it has ever made has set the seal of injustice upon its work. The producers and small shippers of that state made such loud and prolonged complaints against the system and injustices which had crept into it that in 1899, the legislature of the state of Minnesota was forced to order an investigation.

It may be that some of the abuses have been corrected, but the principal abuse, that of beating the producer and independent buyer out of from one to two grades of grain, has not been corrected. The annual report from the grain inspection department shows the same old result, twice as many bushels of the higher grades shipped out as are taken in

and the lowest grades converted into the higher ones.

North Dakota Complaints: Matters become so serious that the legislature of the state of North Dakota on January 14, 1899, by resolution, appointed a committee to investigate the situation with a view to securing cooperation and suitable legislation in the state of Minnesota. On February of the same year this committee rendered its report to the North Dakota legislature. They found the same irregularities and injustices. Again on January 23, 1903, the legislature of said state again adopted a joint resolution endorsing federal inspection as a remedy for the evils. On February 13, 1903, the legislature of that state again speaking officially, say:

"Whereas the system of inspection and grain grading prevailing at Minneapolis, Duluth and other terminals under the control of the grain and warehouse commissioners of Minnesota has resulted in great injustice to the grain producers of this state and such producers are demanding relief through this legislature, be it resolved" etc.

Again on January 13, 1905, the North Dakota legislature appealed to Congress by resolution asking relief from the present system and requesting federal grading and inspection. Again in 1907, this state passed similar resolutions.

Still no relief came. On November 23, 1906, the Bankers' Association of the State of North Dakota appointed a sub-committee to make a thorough investigation of the inspection and grading of grain as affecting the interest of the North Dakota shippers. The members of this committee visited Minneapolis, Duluth, and Superior. They carefully investigated the working of all of the great elevator systems; they found among other things that a smaller dockage is actually taken from the grain than that fixed by the official inspectors; that the method of screening taken from the grain has an actual value which the terminal elevators receive; that the eastern millers want the grain as it comes from the farmer, but they are prevented from receiving it in that condition as it is mixed in the large elevators and the lower grades converted into the higher. The shipper must accept the inspection rules and customs which have been forced upon him by the powerful combination of elevator and railway interest, and the miller must take the grain that is offered him by the grain trust and not in the condition as to mixing that he wants it.

Remedy: The chief exports from the farms are the cereals, wheat, corn, flax, oats and barley. These products in bushels run into the billions. The success of the very life of the farmer depends upon these products of his toil. This being true, the proposition will naturally appeal to us as fundamental that he ought to have something to say about the weighing, grading, inspecting and fixing the selling price. If, however, we have no control over these products from the time they are dumped into a car or a bin in an elevator; he has no more to say about their grade, their weight, their dockage or their price than an inhabitant of Mars could make him. We have no voice even indirectly felt.

In olden days when all grain was bought on inspection, he had some pride in cleaning his grain, making it presentable, and in presenting to the market his crop in the very finest condition possible. He received his reward in the extra price that he secured for that particular grain. But those days are of the past. The enormous growth and development of the business, the vast exports, the great economy that must be exercised in handling under the higher prices paid for labor necessitate getting the grain to the market with as little work or labor expended upon it as possible.

Individual inspection has given way to official or state inspection. If there was anything in the state only such grain as is produced within its borders, every man in that state could have a voice in determining the methods of handling, the grade, etc. But inasmuch as perhaps ninety-five per cent of all of the grain handled in any of the great terminals is in interstate grain, that proportion of the public dealing in the product is cut off from any influence in determining the methods of grading and inspection. If they must sell by grades, then the grades should be made in the jurisdiction where they all have a voice—the Federal Government.

In every little town in the country there will be found scales where the farmer who hauls a load of hay to market may have it weighed. The weigher will have no interest in it. His certificate showing the gross weight and the weight will be accepted by every purchaser without question. With what confidence, however, would that certificate be received if in some secret place, hidden from the view of the seller, the

purchaser should manipulate the scales and himself determine whether the hay was timothy, clover or slough grass, and should also determine how many pounds should be deducted for weeds. Such a condition would be considered intolerable in any community and would not be submitted to for a single month.

And yet for years we have been submitting and are still submitting to just such a system, and in many ways much worse, involving millions of dollars annually and affecting billions of bushels of produce, the very foundation of our financial welfare. Our wheat is inspected, graded, weighed and docked hundreds of miles from where we last saw it, not by a disinterested party, but by the purchaser himself or those who receive appointment through his influence. The local purchasers are instructed by wire every day what price is to be paid and often the grade that is to be allowed.

All questions of doubt as to grades are resolved by the inspectors in favor of the purchaser and against the producer. At the beginning of the crop season and until most of it has passed out of the farmer's hands and out of the hands of the original independent buyer, it is undergraded, placed in the terminal elevator, takes on a higher grade and passes on.

There are about twice as many bushels of the higher grades sold out as are taken in to the great terminal elevators, while millions of bushels of the lower grades disappear entirely, being absorbed into the higher grades. At these great terminals two million bushels of No. 3 will be mixed with one million bushels of No. 1, and the whole sold as No. 1.

No. 1 grain is not only docked several pounds per bushel because of undeveloped kernels, but also given a lower grade because of that fact. As it is being elevated it passes through a suction draft which cleanses it of the dust and the lighter kernels. It then takes on a new and a higher grade, and the undeveloped kernels which have been taken as dockage are sold, ground up into cattle feed and resold again to the farmer.

Because of this mixing and manipulating of grain arriving in the great markets of the world, our grain is looked upon with distrust, even with condemnation, resulting in a reduced price.

The remedy for all these wrongs is a simple one, as simple as the weighing of a load of hay: Remove the inducement for dishonesty and it will no longer prevail. Remove the cause for suspicion and distrust, and confidence will take its place. Let our wheat be inspected, graded and weighed by a high class of government experts having but one interest in view—absolute justice to all. Give the farmer, the local buyer, the independent elevator the weight and grade his grain is entitled to after it has been inspected by this suction draft; take out no more for dockage than the actual amount of waste, and when that has a value give him the benefit of that which belongs to him and upon which he has paid freight. Get rid of the half a hundred different methods and systems of grading. Get hold of some intelligent system which may be worked out by the government, not by suddenly overthrowing present commercial grades and distinctions, but by taking hold of them, placing them upon a scientific basis, giving to the investigation all that the chemical laboratories which are now being scattered over the country will do in determining character of grain.

The government certificate of inspection would be accepted the world over with the same confidence as the stamp of the eagle on our gold dollars.

Geo. C. Wood, Chairman of the Resolution Comite, presented the following resolution, which was adopted by a rising vote:

Thanks to McCumber.

Resolved: that we, the Indiana Grain Dealers Ass'n, in convention, assembled this 9th day of January 1908, do tender to the Honorable Senator McCumber, our heartfelt thanks and appreciation of his conscientious efforts in behalf of the grain trade of the country and commend his zeal and energy in all matters pertaining to his high office. And we do especially acknowledge our lasting obligation to him for the honor of his presence, and the able address he has delivered here today. Not forgetting the sacrifice he has made in comfort, time and money to meet with us.

The convention then adjourned for dinner.

Thursday Afternoon Session.

President Morrisson called the afternoon session to order at 2:25 and after

the attendance was but 33 he called upon E. M. Wasmuth to start the session. Mr. Wasmuth read the following paper:

How to Induce Farmers to Raise Better Corn.

When the Secretary notified me that I had been placed on the program for a talk on this dry but more or less necessary subject, I reflected that having made the attempt each year for several years and failed, I could probably find something to say about it. When I say "failed," I should probably qualify it somewhat, for I believe that a few of the farmers in our community are increasing their efforts to improve their corn, and probably some others who paid little attention to it before are taking notice now. I believe that some small part of this is due to efforts the company with which I am connected have made.

I believe that this condition exists pretty much all over the state, and that the extraordinary efforts made in recent years by the Indiana Corn Growers Ass'n in conjunction with Purdue University, has only resulted in arousing the interest of a scattered few of our most progressive farmers.

Buyer's Profit: While this is doing much good, the resulting profit to the corn buyer seems very remote. The question that presents itself to him is how to interest the rank and file among the farmers. It is a fact that a great many farmers don't know a good ear of corn from a poor one. Others who do are not sufficiently interested to exert themselves, and furthermore, don't recognize any possibility of profit in an extra ear of corn. I think, however, that a large per cent of our farmers regard that those who are paying particular attention to the improvement of their corn crop, are influenced to do so more by a desire to have a few ears of fancy corn to show at the corn show than by any promise of profit.

Unfortunately, this is a fact, and a fact for which grain shippers are largely responsible. Human nature is the same in a farmer as in a grain dealer. Both work for the largest amount of return for the smallest effort.

We do not clean our oats or clip them if we can secure the same price for them in the dirt or natural. We do not keep our yellow or white corn separate if we can secure the same price for mixed. But show us a profit in these operations and our cleaners and clippers are immediately started and each grade and description is kept carefully separated, from the others.

So with the farmer. Very little labor is sacrificed to produce grain in practically the sole consideration that moves him also. Why should he care to raise an especially good quality of corn when it all looks alike at the elevator?

There, at the elevator, is where this movement for the improvement of the corn crop will have its real effect. It is an important question. It is a very important one to the trade. The last several crops have been unprofitable ones to handle, in many cases, disastrously so. This, of course, has not been wholly due to careless farming, for other merchants certainly contributed, notably the irregularity of the seasons. Nevertheless, we have sustained serious losses repeatedly caused by buying corn that was immature or otherwise worthless.

Who of us has not, on many occasions, been over-persuaded into taking one, two or three loads of corn from the hands of our good customers and suffered a severe loss on a car load or more, because of it? How many of us really buy corn as we would buy a piece of real estate, on its merits? I take it that a large majority of us in Indiana buy it in the ear. Even though the crop is coming very rapidly, we should not pay the same price for corn that will sell only fifty-four pounds to the bushel, as for that that will sell fifty-eight pounds to the bushel. Nevertheless, we do it and so long as we continue to do so, we can scarcely expect our farmers to make much effort to improve their corn.

The Way to Assist: Certainly we can assist in this movement more than any other way by buying corn strictly on its merits. There are other ways. Don't the most of us tell many of our farmer friends that their corn is good when it is the opposite, in order by flattery to retain their good will and friendship and through these, their business? Better show them kindly where it could be improved. Give them some literature to interest them, to teach them what good corn is and how to grow it.

Interest them in holding county corn

shows. Get them to send their sons to the State Agricultural School. Advise the fact that certain farmers are raising good corn, that it yielded a large amount to the acre, and that it shells out well and would be good corn to plant. Get those progressive men who have that kind of corn to have all they can for seed and handle it at your place of business without profit.

But don't make a mistake I have known dealers to make. I have known dealers to send to a distance and get seed corn and to sell it in large quantities to their customers at a handsome profit, which profit they promptly lost on the first few loads of the soft immature corn which it produced.

Will it pay to do these and other things to assist in arousing interest in this crop improvement? If you wait to see the dollar slip into your hand with features distinguishing it as profit on your labor, you will be disappointed. But if you take delight in seeing improvements made from year to year, in noting the gradual increase in yield per acre and the steady improvement of the quality of corn, you will no doubt be rewarded.

After all, the necessary details of any business become very tedious by their repetition and their sameness. It pays to break a new trail occasionally, to take a deeper interest in the conditions that surround the business, to spend some of your time and perhaps a small part of your profit in cleaning up the fence rows and looking after the little things.

If you will exert yourself in any manner for the improvement of crops, you are adding tone and dignity to your business as well as attractiveness to your labor. Anybody can buy grain and sell it, and invest his money in more, keeping up the routine continually, and make more or less of profit depending largely upon luck. But if that is the extent of his efforts, it will be a very slow and tedious existence. By striving to increase your opportunity and better the conditions that exist in your business, you will find pleasure as well as profit.

The President called for the report of the Auditing Com'te.

Wm. Donlin, Chairman of the Auditing Com'te, read the report to the effect that the books and accounts had been examined and found correct.

E. H. Culver was called for and said: I might say that the grading proposed by Senator McCumber is exactly what the independent inspection departments have been doing for many years. We blow your grain and give you the benefit of the grade. In the Northwest they dock for dirt. I am in favor of uniform rules for grading grain and always have been.

S. W. Strong, Sec'y of the Illinois Grain Dirs. Ass'n, said: I believe 90% of the Illinois shippers are in favor of uniform inspection rules. We are in doubt as to what we would get if we had federal inspection. I believe all this controversy would be set at rest if the trade were granted uniform rules and uniform grading.

We have a good crop of corn, but it was very late. Next month we will have the best corn to ship we have ever had.

W. H. Cooper of the Com'te on Nominations read the following: For President, P. E. Goodrich, Winchester; Vice-Pres., W. B. Foresman, Lafayette; Directors for 3 year term, O. J. Thompson, Kokomo, and Claude Loughry, Monticello. For Director for one year to succeed A. F. Files, resigned, E. K. Sowash, Middletown.

H. E. Kinney: I move the adoption of the report and that we instruct the Sec'y to cast the vote of the Ass'n for the nominees. Carried without opposition.

Sec'y Brafford cast the vote of the ass'n for the nominees.

Pres. Goodrich, Vice-Pres. Foresman, Directors Loughry, Thompson and Sowash all were called for and promised to do their best to promote the cause of the Ass'n.

Geo. C. Wood, Chairman of the Com'te

on Resolutions, read the following resolutions:

Uniform Phraseology and Inspection Under the Secretary of Agriculture.

Resolved, that we, the members of the Indiana Grain Dealers' Ass'n, now renew our devotion to the cause of uniform phraseology of rules and impartial inspection of grain, with the necessary legislation to accomplish the same.

We further commend the action of the Grain Dealers' National Ass'n in moving in the right direction, in December, 1906, when it organized what was known as the Uniform Grades Congress. We appreciate fully the splendid work of Secretary Corder, in compiling the information showing that over 300 different grades and classifications of grain were in force in twenty-four leading markets of the country, thus forcibly demonstrating the necessity for such revision of existing conditions as will bring about logical, stable and uniform grades in all the markets of the country.

Therefore, in view of the manifest disposition of many of our great markets to perpetuate existing conditions, thus depriving the producer and shippers of a voice in the determination of their rights and interests, and the services of an impartial arbiter, we appeal to the National Association, to continue its labors with Congress, for such legislation as will put the supervision of grain inspection under the control of the Secretary of Agriculture and accomplish this important purpose.

The Secretary of this Ass'n is directed to send copies of these resolutions to the President of the United States, to the Hon. Secretary of Agriculture, Senator McCumber and the Hon. Senators and Representatives in Congress from this State, and to the public press.

Shippers Want a Voice in Making Rules, Employing Inspectors and Passing on Appeals.

Whereas, the country shippers, who own most of the grain inspectors in the terminal markets and pay most to the support of the inspection departments, yet have no voice in the drafting of rules governing the grading of grain, the employment of inspectors, or the consideration of appeals, be it

Resolved, that we, the Indiana Grain Dealers Ass'n, in convention assembled at Indianapolis this ninth day of January, 1908, do hereby instruct our Secretary to request the grain inspection authorities, to alter the different terms of regulations to grain, to give the shipping interests representation, on their Committee, having this work in charge, the expense of his service to be paid from the funds received from inspection fees.

Want New Freight Rates Passed Upon by Commission Before Being Enforced.

Whereas, the rail carriers of this country now publish and collect freight charges in defiance of the Interstate Commerce Commission's decision that they are unreasonable and unjust, therefore be it

Resolved, that we petition every Indiana representative in Congress to work for the enactment of an amendment to the interstate commerce law, which shall provide that no proposed change in rates or freight charges shall be enforced until it has been published thirty days, and not then if any shipper or shippers see fit to protest to the Interstate Commerce Commission, that on the new rate so protested the commission shall grant a hearing to all parties at interest and that such rate shall not be put in force unless the Interstate Commerce Commission, after such hearing, decides it to be fair and reasonable.

Want No. 2 Clover Quoted by Toledo.

Whereas it has been impossible for the farmers to raise scarcely any Clover Seed for many years, that will grade Prime in Toledo, which is practically the only market you can hedge your purchases in, and, whereas the quotations daily sent out from the Toledo market are misleading to both grower and dealer, and whereas the Clover Seed of this State has been seriously injured and is daily growing more disorganized and demoralized on account of the practically impossible standard for contract seed, which has been adopted and maintained by the Toledo Board of Trade, the largest and most important Clover Seed market in the world, be it

Resolved, by the Grain Dealers Ass'n, of the State of Indiana, that we recommend to the officers of the Toledo Board of Trade, that hereafter the Standard known as No. 2 Clover Seed be made the contract grade, and said standard of No. 2 Seed shall also be the grade which is daily quoted by the said Toledo Board of Trade, in place of the Prime Grade, as now quoted.

Thanks to Officers.

Resolved: that we tender to our Secretary Mr. Brafford and to Mr. Boyd, Treasurer, our very earnest consideration for their zeal and faithful performance of duty.

And to the members of the Board of Managers, who have so diligently served us, we beg to acknowledge our obligations and we regret that Mr. Files finds it impossible to serve out his term, as his counsel would be of great benefit to us.

Resolved: that we most heartily appreciate the fidelity, energy and good judgment exercised by our retiring President Mr. Morrisson and trust we may long be blessed with his association and counsel.

Endorse Uniform B/L.

Resolved: that we commend and endorse the action of President Morrisson in authorizing Mr. H. E. Kinney to represent this association before the Interstate Commerce Commission in Washington at the uniform bill of lading hearing in October last and fully approve the action of Mr. Kinney in favoring the uniform order bill agreed upon by the conference of shippers, held October 14th, in that city, under the auspices of the National Industrial Traffic League and urge the promulgation of said bill lading, by the Honorable Commission.

All the resolutions except that relating to grain inspection were adopted without opposition.

C. B. Riley moved to amend the inspection resolution by inserting the following after the first paragraph:

Mr. Riley's Amendment.

And we now express our approval of the efforts being made in the United States Senate and House of Representatives to secure the enactment of laws providing for federal supervision of Grain Inspection or such amendments to pending measures as will result in such supervision.

The motion was seconded and opposed by Messrs. Files, Thompson, Phares and others and favored by Messrs. Riley, Wasmuth, Wood and others.

A. E. Reynolds: I do counsel you gentlemen to be as moderate as you can on this subject. I regret that you are determined to adopt any resolutions, but I do counsel harmony.

Mr. Riley with the consent of his second added the following to his amendment, "or such amendments to pending measures as will result in such supervision."

Mr. Files withdrew his opposition.

Mr. Thompson and Mr. Kinney opposed the endorsement of any measures pending in Congress.

Mr. Kinney: Many of the dealers here are opposed to federal inspection, but favor the supervision of existing inspection departments by the federal government.

Mr. Riley's amendment was lost by a decisive vote.

J. M. Brafford: I move to amend the Com'te's report by inserting the following: "As will put the supervision of grain inspection under the control of the Secretary of Agriculture and" after "legislation" in the last paragraph.

This amendment was accepted and the resolution adopted.

Pres. Goodrich warned the members against the use of a small tester. We have a large accurate tester at our headquarters which gives very different results from that obtained by our outside agents with small testers. Do not trust too much to inferior small testers. Test grain as you buy it, but know that you are doing it accurately.

Adjourned sine die.

Convention Notes.

Harry W. Kress from Piqua, O.

P. M. Gale of The Gale Bros. Co., Cincinnati.

F. E. Watkins and W. L. Nigh representing the Cleveland Grain Co. from Cleveland.

Buffalo was represented by T. J. Stofer of Alder & Stofer.

Henry W. Brown distributed a number of lead pencils which will write either red, white, or blue.

B. D. Heck shook hands with a lot of friends and customers of The Philip Smith Mfg. Co.

Better convention than I thought we could possibly have. Everything lovely.—Ex-Pres. Morrisson.

Emmet F. Branch, who was on the program, was detained by Muncie riots with the state militia. He is a major.

Baltimore was represented by D. Yulee Huyett, rep. Louis Müller Co., and Oscar M. Gibson, rep. C. P. Blackburn & Co.

Philip Hunker demonstrated that he hadn't run out of "Swastika" pins, which mean "good luck, and buy Kennedy Car Liner."

Bert Boyd did several things, but the one most appreciated by his friends was when he took them to the Grand Opera House.

Locke Etheridge had a grip sack model of the Avery Automatic Scale with him and he put in his time telling truthful tales about it.

A. E. Reynolds resembled a porcupine for a few moments when he turned that jar full of tooth picks over on himself in the Board of Trade dining room.

Illinois was represented by S. W. Strong, Sec'y Illinois Grain Dealers Ass'n, Arthur R. Sawers, Chicago; F. H. Holt, rep. Millers National Insurance Co.

The Invincible Grain Cleaner Co. was represented by its Indianapolis manager, C. L. Hogle, who made a number of grain dealers think seriously of installing "Cleanest Cleaning Cleaners."

The Richardson Scale Co. was represented by Willard B. Smith. A small model operated by an electric motor was exhibited in the office of Chief Grain Inspector Greiner, and many dealers demonstrated their interest in it.

The Grain Dealers Fire Insurance Co. distributed a number of stick pins among the dealers; also its unique advertisement of six pen points accompanied by six good reasons why elevator owners should buy its insurance made a hit with the members.

Toledo sent the following representatives: E. H. Culver, Chief Inspector; Chas. Knox, with Reynolds Bros.; H. R. De Vore, H. W. De Vore & Co.; W. W. Cummings, The J. J. Coon Grain Co.; John F. Courcier, Sec'y Grain Dealers National Ass'n.

The Standard Clutch Mfg. Co. was represented by J. L. Van Riper, who carried with him two small models of the clutch manufactured by the company. With the models he illustrated the working principle of the regular clutch. He also distributed some advertising literature.

The Indiana Grain Dealers Ass'n is in splendid condition financially and numerically. During the last year the membership has increased thirty members and the interest among the dealers at the present time indicates it will continue to grow.

St. Louis Merchants' Exchange Members Celebrate Death of Old Year.



Denny Parrott.

Joe Forestel.

Sam Carlisle.

F. D. Gill.

Jim Fuller.

Henry Greve.

Geo. Ichtertz.

Turner Morton.

Chas. Mahoney.

[See Page 39.]

Sec'y Brafford is especially grateful that he has to do very little begging for dues, as most every member pays up promptly.

Among the Indiana dealers present were: R. Alexander, Buck Creek; D. Anderson, Noblesville; G. S. Arnold, Bluffton.

A. Boling, Adams; C. E. Bash, Fort Wayne; W. A. Bowman, Daleville; E. M. Ball, James Ball, A. C. Brown, Rushville; J. C. Batchelor, Sharpsville; F. J. Baird, Advance, A. E. Betts, Frankfort.

B. J. Cook, Brooklyn, T. M. Cox, Carthage; B. F. Crabbs, Crawfordsville; M. L. Conley, Frankfort.

W. T. Davis, Cotesville; W. M. Doan, Ossian; J. M. Dunlap, Franklin; Wm. Donlin, Delhi; H. H. Deam, Bluffton; M. Duffy, Otterbein.

Geo. Ettinger, Bourbon; Chris Egly, Berne; E. E. Elliott, Muncie.

W. A. Feight, Parker; E. A. Feight, Frankton; F. B. Fox, W. B. Foresman, La Fayette.

W. Gale, Cumberland; P. E. Goodrich, Winchester; T. Glascock, Yeddo; H. S. Gardner, Kitchell; Aaron Gardner, Cottage Grove.

W. E. Hasting, Elwood; S. C. Hermann, Muncie; J. S. Huffer, Yorktown; J. Howell, Cammack; E. Hutchinson, Arlington; J. S. Hazlrigg, Cambridge City; P. Hill, Sandborn.

Cloyd Loughry, Monticello; M. Moore, Fountaintown; T. A. Morrisson, Kokomo; W. G. Meyers, S. F. Meyers, Mace, C. C. McMillan, Medora; C. S. McCoy, Liberty; J. A. McComas, Fortville; F. P. McComas, Ockley; Wm. Nading, Shelbyville.

B. W. Parks, Bourbon; Wm. Patterson, Fountaintown; C. S. Pierce, Union City; E. W. Phares, Tipton.

C. B. Riley, Rushville; A. E. Reynolds, Crawfordsville; T. J. Ryan, Belfast.

A. Smith, Sheridan; E. K. Sowash, Middletown; G. P. Shoemaker, Greensburg; J. W. Sale, Bluffton; Joe Schalk, Anderson; T. O. Stanley, Lyons Sta.

Geo. W. Topping, Lyons; O. J. Thompson, Kokomo; L. C. Van Arsdale, Clayton.

J. Wellington, Anderson; Geo. C. Wood, Windfall; J. W. Waltz, New Pal-

estine; A. P. Watkins, Lincoln; W. D. Wilkinson, Middletown; E. M. Wasmuth, Roanoke; Geo. E. Waldon, Boswell; J. Wilhelm, Hazlrigg.

Corn Exhibition.

The Indiana Grain Dealers Ass'n, since its organization, has endeavored thru its members to stimulate interest among the farmers in scientific grain breeding and raising. Therefore at each annual meeting such as the one held at Indianapolis Jan. 8 and 9 the farmers are invited to make exhibits.

Four local ass'ns exhibited corn at this convention. They were the Ft. Wayne Ass'n, the Eastern Indiana Ass'n, Shelbyville Ass'n, and the Central Indiana Ass'n. Other locals did not make exhibits on account of a corn show which is being held at Purdue University this week.

Information gleaned from many dealers from over the state of Indiana who attended the meeting revealed the fact that Indiana corn is not up to the average this year. The trouble as defined by the judges who awarded the prizes at this particular contest is that the farmer is growing too large an ear of corn. A small cob and a small kernel is preferable because it will mature, while the large ears will not mature under unfavorable climatic conditions such as existed in Indiana last year. Most of the exhibits of white and yellow corn were a credit to the farmers who raised them.

A freak ear of corn was exhibited, which resembled a "brood" of corn, for nine little ears surrounded an ordinary sized ear, all the ten having grown in one husk by Bert Boyd. Joe Schalk's four ears each had a heavy growth of whiskers.

The judges were F. J. Orth, Terre Haute; Scott Meiks, Shelbyville; W. O. Swain, Arlington; C. A. Brown, Franklin. The man who had information concerning the awards in his pocket escaped. Any information as to his whereabouts will be gratefully received by the prize winners.

A famine appropriation of \$7,250,000 was passed at the last session of the Russian Parliament.

The Heflin anti-option bill prohibits the keeping of establishments for dealing in cotton futures, under penalty of not less than \$5,000 fine and to years' imprisonment.

Exchange "Frolic" at St. Louis.

The annual frolic of the members of the Merchants Exchange, St. Louis, was participated in by practically all of them from Tuesday morning, Dec. 31, until the New Year floated into existence amid their laughter and songs.

Several features make this event a notable one. Instead of confining the affair to the members only, their wives, friends and sweethearts were invited to the Exchange room, which was transformed into a reception room and practically every member saw to it that the fairer sex was cordially received. For the benefit of the few who wished to make a stagger at doing business in spite of an approaching holiday, the pit was moved to one corner of the Exchange floor, but very little trading was attempted.

About ten o'clock in the morning when the function began there were at least three thousand men and women on the trading floor. Then Weils Band alternated with Weils orchestra in furnishing music for the occasion.

The main show, however, was the costume contest, in which seventeen members of the Exchange participated. Prizes are awarded each year to the entertainers who dress in the most "killing" robes. For over one hour the contestants whose pictures are shown herewith entertained the visitors. First prize was awarded to Sumpter Calvert; second prize to Peter Payne; third prize to Cal Wright. They consisted of handsome scarf pins and cuff buttons. The Journal is indebted to St. Louis Times for photos.

The rice crop of Japan is officially estimated at 254,989,855 bus., or 18,000,000 bus. more than the crop of 1906. The barley crop is 110,000,000 bus., an increase of 13 per cent.

In our judgment the Grain Dealers Journal is growing better and of more value to the grain trade each year.—R. C. Jordan, superintendent Central Elevator & Warehouse Co., New Orleans, La.

A stack of wheat, grown in 1847, recently was advertised for sale in a Dublin paper. Sixty years should be long enough to satisfy the most enthusiastic member of the American Society of Equity.



James Connor. Cal. Wright. Robt. Fritts. W. T. Murdock. J. B. Bethune. Sumpter Calvert. Pete Payne.

Wayside Observations.

BY TRAVELER.

I struck a thriving little burg on the G. N. R. R. in Minnesota and as it happened to be one of those days with no grain a moving I located the buyers lounging around the station.

I was introduced to Hank by one of the new buyers who told me he was a good fellow and cud beat them all pitching horse shoes. He informed me that he hailed from North Dakota. I asked Hank to tell us something of his former abode and he consented; tho he said it was a dreary tale and one in which he found no pleasure in the telling.

"Well Sir," said Hank, "I was looking around in the so-called land of wheat for a good location. I heard of Stiles, and as the name sounded good to me and as the picked up description looked O. K. I packed my trunk and headed for Stiles. Well Sir, Stiles grew like a mushroom. It became a hustling little town of 300 inhabitants, boasted of a good hotel, a number of good stores and was a good grain point. We were proud of Stiles and predicted a great future for it. And then presto—the population got the moving fever, how they caught this disease I cud never understand but move they did and inside of ten days the population of Stiles dropped from 300 to one. The merchants had locked and nailed up their stores and even the railroad station was closed. So I in my grain elevator was the whole town. I stuck it out all alone for two months and then it got too lonesome for me, it was heartrending to see nothing but ruins about me. So one day I nailed up the elevator and bid adieu to Stiles."

For some time we were unable to utter a word for Hank's sad tale had affected us and several of the old timers who were thru similar experiences rubbed the moisture from their eyes. It was Sam at last, who broke the silence. Sam came from the sucker state nigh ten years ago and is one of the oldest buyers in this state.

"Did you ever notice," said Sam, "how well we get along at this station, the friendliness and good will of the buyers is very marked. We stick to our prices, and altho crops are short this year we are all ahead of the game?"

"Talking about quarrelsome markets tho I never ran across a station so full of fight and jealousy as down in Central Illinois. We'll call the town Strawburg, tho that's not the name. Strawburg had about eight grain buyers and was a bonanza for the farmers, for it was fight-fight all the time. Grain is what the buyers wanted regardless of what they paid for it and grain they got, tho not one of the eight buyers made any money to speak of in three years.

"It was quite a sight to see eight grain men board the wagons and fight for the grain, and the arguing or rag-chewing cud easily have drowned the voices of a dozen Chicago Auctioneers.

"Just about this time my Cousin Ben came to Strawburg. Ben had about a dozen years' experience in buying grain and was looking for a good location.

"One day Ben nearly caused my death by informing me that he bot the elevator of old man Sharp. Well Sir, the names I called Ben couldn't be found in a dictionary. He was such a pleasant and easy going chap that I foresaw nothing but failure for him among that bunch of warriors. But Ben got right down to

business. The first thing he did was to get acquainted with all the buyers. He informed them that he bot Sharp's plant and that he didn't expect to pay over list prices. They laughed at Ben and told him he wouldn't get any grain. 'Well,' said Ben, 'I'd be better off at that for I may as well not get any grain at all than pay more for it than I can sell it for.'

"Ben wasn't discouraged tho, he kept after the buyers, used good arguments and made himself well liked and by and by one day, I cud hardly believe my own eyes, he arranged a meeting and got all the buyers to attend.

"It seems as tho these buyers were just waiting for a man of Ben's caliber. Being too stubborn among themselves to give in a little bit and get down to business principles, so Ben turned the trick. Whether you believe me or not that market got so friendly that representatives of the commission houses that they struck the wrong burg when they stopped there. This just goes to show what the right man can do. Ben cleaned up a couple of thousand the first year and I understand the other buyers did as well."

Before I had time to utter any comments on Sam's tale the whistle of the local freight blew and I had to leave my new friends behind.

The present corn crop has matured very late, and in many cases is unfit for commercial use. The idea of shippers paying 45c per bu. for new corn this year is the biggest piece of folly I ever heard tell of. Do not think for a minute that your farmers will give you any credit for paying them five to ten cents more than their corn is worth. This is a hard old world to live in when once you have dropped down and out and if you are unfortunate enough to reach this stage, your farmers will not then hail you as a philanthropist, but rather a poor fool who had more money than sense.—Harry W. Kress.

Sioux City Terminal Elevator.

A modern terminal grain elevator at Sioux City, Iowa, has just been completed for the Interstate Grain Co. which is a big link in the chain of evidence that Sioux City aspires to figure as a centre of National importance in the grain business. A Board of Trade recently organized by its energetic business men has supervision of the weighing and inspecting of grain, and a man who proved his worth in Chicago as a sampler of grain has been employed by the Board as previously reported in these columns, to see that every shipper who sends grain to Sioux City gets what he is entitled to. Consequently the completion of the aforesaid elevator and the attention the best business men there are giving to the grain business would warrant the assertion that Sioux City will become a very formidable market.

The exterior view of the elevator reproduced herewith shows a building 140 ft. high, occupying a base of 84x90 ft. To the left of the main structure is the drier and boiler rooms while in front of it is the track shed provided with a system of double tracks for receiving and shipping grain. The elevator has storage room for approximately 200,000 bushels of grain while 300,000 tank storage is to be added soon.

The foundation and basement of the building is concrete. It is provided with a complete system of drainage which consists of pipes leading from the two receiving pits in the track shed and 3 elevator pits, which convey all water into a large drainage pit, kept dry with a centrifugal pump.

There are thirty-five bins in the elevator, 16 of which have a capacity of 2700 bus. each and 19 holding 8700 bus. each. The house is of cribbed construction. The working and cleaning machinery is on the first floor, the second is the bin floor, the third the scale floor and the



.. New Terminal Elevator of Interstate Grain Co. at Sioux City, Iowa.

fourth the garner floor. The roof is covered with a four-ply gravel roofing and the sides of the elevator with corrugated galvanized iron.

The house has two receiving legs, 1 mixing leg, and 2 cleaning legs in the elevator, each operated with an individual moderate speed motor. The receiving legs are each equipped with 22 in. rubber belting and 20x8 inch grain cups. Power is transmitted from two 70 h.p. motors by rope to drive these elevators. Grain from the receiving pits in the train shed is transported by two 36 inch conveyor belts which are driven with 10 h.p. motors. The receiving pits have a capacity of 200 bus. each. The grain may be spouted from the receiving legs into any of the bins and thru two 1800 bus. hopper scales on the scale floor.

The mixing leg, which is composed of a rubber belt 22 inches in width with 6½x20 inch cups and driven by a 50 h.p. motor is connected with all of the bins in the elevator by means of two belt conveyors in the basement, also with the cleaning machinery and 1400 bushel garners and two 1800 bu. hopper scales. The mixing leg may be used for loading if necessary. Two cleaning legs are directly connected with the cleaning machinery, and the garners.

On the cleaning floor are two large cleaners, 1 oat clipper and one scourer. Each of these machines is directly connected to a Day Dust Collector which gathers the dirt and deposits it in a dust building about 25 feet from the main building. In addition to the conveyors and legs already mentioned the elevator is equipped with a special screenings conveyor and elevator which receives and deposits the screenings in a bin for that purpose.

This elevator is equipped with electric lights and motors thruout. Stand pipes are on every floor fitted with hose ready for any fire emergency. Outside the main building there is a bleacher stack and Hess drier that will dry a thousand bushels of grain per hour. Among the other conveniences of the elevator is a passenger elevator, package lift, fire escape, foreman's office, etc. From top to bottom it is modern in every respect and it is claimed will handle both in and out forty cars of any kind of grain per day.

July wheat means the new crop in Chicago, St. Louis and Toledo, and the old at Minneapolis.

The wheat area in the Punjaub, India, is reported to have shrunk from 9,000,000 to 5,000,000 acres on account of the prolonged drouth.

As the corn movement advances it assumes more of an interstate character. That is, we see Nebraska shipping to Iowa, Wisconsin and Minn. Iowa shipping to the Dakotas and so on. Chicago is dependent upon Illinois for its own requirements and distribution, and this state has never been able to supply the demand at low figures. Moreover it will be found that as soon as the farmers are thru shipping corn that it is too soft and poor to crib. The grower nowadays makes a practice of holding back his good corn until he is assured of the next crop, and then he sells his reserves deliberately, waiting for high prices which come toward the last of the season. There is no reason to expect there will be any variation from this plan during the coming year. As soon as the rush of the poor corn now moving forward is over I expect to see a falling off in receipts.—E. W. Wagner.

J. Frank Zahm Is Dead.

From a messenger boy to a successful business man is the brief story of the life of J. Frank Zahm which began in 1856 and ended December 27, 1907. For several months he had been in ill health, suffering from Bright's disease, nervousness, extreme melancholia and general mental depression aggravated by the illness of his wife. The strain upon his mind became stronger than his once indomitable will and he ended his life. In the words of his business associates he "will be mourned by many friends. His sterling qualities of honesty, kindness, energy and manly courage enabled him to rise from a messenger boy to one of the leaders and most respected men in the grain business."

J. Frank Zahm was a worker. When he was 14 he was a messenger boy but his integrity, perseverance, and mental alertness soon brought him a position with Williams & Halleran, a grain firm in Toledo, O. While with this firm he studied every detail of the grain commission business until upon the death of Mr. Williams he became a member of the firm. The partnership continued until 1886 when Mr. Zahm withdrew from the company and organized one for himself under the firm name of J. F. Zahm & Co. He continued the business until about twelve years ago Fred Mayer and Fred W. Jaeger were taken into the company with him and since that time they have practically conducted its grain business which they will continue. In fact he generously left it to them.

In 1893 Mr. Zahm became interested in the tobacco business and in 1897 organized the J. F. Zahm Tobacco Co. which has proved very profitable.

But commercial prosperity is not the only success achieved by this man. Socially he was well known in Toledo and

was a member of a number of well known clubs. As a man of public spirit, honest and kind hearted he will be best remembered by his many friends. The Toledo Produce Exchange pays him the following tribute:

In Memoriam.

Again we are called upon to announce the death of another of our members. While we all know it is inevitable, its advent makes it no less deplorable. This time it removes from our midst Mr. J. Frank Zahm.

He was still in the prime of life, active, genial and universally beloved by all the members. His virtues were many, his kindness universal, his charities widespread. These sterling qualities were potent factors of his success.

Therefore, Be It Resolved, this Exchange sincerely mourns his sudden demise, and extends its heartfelt sympathy to the family in this hour of bereavement. Also that this resolution be spread upon the records of the Exchange and a copy be sent to the family, and that we do now adjourn.

Frosted wheat good only for feed is subject to the same duty as on the best grades, 25 cents per bu.

The Grain Dealers Journal is better every year and I can not get along without it.—H. E. Reed, Whittemore, Ia.

A hot tube igniter is not safe on a gasoline engine, when located in the mill or elevator, on account of the risk that dust will come in contact with the open flame.

Corn nearly always sells higher in May than it does in January, and there is no doubt that it will do so this year. Even with an increase in receipts, which is reasonable to expect with good weather, setbacks will be only temporary. The effect of freer offerings will be to stimulate the cash demand. Consumption is now curtailed for want of supplies, and larger stocks will furnish an impetus to speculative as well as shipping activity. As heretofore, I advise buying on the weak spots.—E. W. Wagner.



J. F. Zahm, Toledo, O., Deceased.

Grain Trade News

ARKANSAS.

Imboden, Ark.—J. L. McNamry will erect a corn mill and eltr. The building will be 30x45 ft.

CALIFORNIA.

San Diego, Cal.—The San Diego Grain & Milling Co., incorporated. The company is a branch of the Globe Grain & Milling Co., of Los Angeles, and will in a short time start the erection of a flour mill to cost \$150,000.

San Francisco, Cal.—E. Clemens Horst Co. has brot suit against the Bankers Warehouse Co., of Port Costa to recover \$45,000 for grain appropriated, and \$5,000 costs, alleging shortages in cargoes of barley loaded for export by the warehouse company.

CANADA.

Kensington, Sask.—Graham Whiteford is visiting with his parents at Toledo, Ia. He is manager of the Northern Grain Co.

Brandon, Man.—The Glenwood Commission 'Co., incorporated, capital stock \$200,000. The company will carry on a milling and grain business.

Fort William, Ont.—Twenty-eight cleaning machines will be installed in the 350,000-bu. steel and concrete working house which Barnett & Record Co. is building for the Canadian Pacific Ry.

Winnipeg, Man.—Coat collars were up half an hour before the close at the end of the year on the Grain Exchange. Wheat in handfuls filled the air, followed by flour samples that made the crowd look like millers.

Saskatoon, Sask.—The Wilson-Leslie Co., incorporated, capital stock \$500,000; James Wilson, pres. The company will erect a mammoth flour mill at this place and eltrs. over the district. The mill will be started in the spring and will occupy two acres.

Toronto, Ont.—Members of the grain section of the Board of Trade recently presented David Flewes, their fellow member, with a handsome lounging chair and a very complete smoker's equipment, in appreciation of his services as caller and representative of the grain section on the council.

Ottawa, Ont.—In the house of commons recently the importation of foul weed seeds in frozen grain shipped from western to eastern Canada was discussed, and the government will be asked to take steps to have the wheat cleaned before it is shipped. The minister of agriculture stated that the seed act limited the power of the government to grain sold for seed-ing.

Toronto, Ont.—Export grades were in controversy between McLady & Co. and a Liverpool firm which had bot "feed wheat No. 1." There being no such grade McLady & Co. tendered certificates of inspection as "feed wheat," and furnished an additional statement by the inspector that this is of the designation of the highest and best grade of feed wheat. Tho there is no No. 1 there is a No. 2 feed wheat grade. At one time all feed

wheat was graded as "feed," but the crop of 1907 contained such a quantity of feed wheat that the Standards Board established a lower grade known as "Feed Wheat No. 2."

Montreal, Que.—Newspaper publishers in Quebec have petitioned the Dominion postoffice department to restore the old rates on newspapers and magazines between the United States and Canada. The Montreal French Chamber of Commerce has urged the repeal of the news regulations. After 6-months' trial the committee of the Chamber has reported that any restriction placed on the circulation of Canadian papers in the United States and in other foreign countries would prevent this country from being known and appreciated; that it would tend to neutralize the patriotic efforts of the Canadian press, and that it would unfavorably affect immigration to Canada as well as the repatriation of French Canadians. Persuaded that in the interests of colonization and commercial prosperity the country needed far more advertising than was given to it in the press, the Chamber of Commerce had requested the federal government to further such advertising by the creation of a commercial museum and the distribution of explanatory guides on the resources of Canada. The committee states also that the circulation in this country of American magazines is of great advantage to trade and industry, both from a scientific and a news standpoint.

CHICAGO.

Memberships in the Board of Trade are selling at \$2,150.

M. J. Buxbaum, of Clement, Curtis & Co., died Jan. 5, aged 62 years.

A gold watch was found in a car of oats consigned from Iowa to John West & Co.

Eltrs. are busily occupied in cleaning and mixing oats to make the contract grade.

The way things look now this will be a great year for the grain trade.—J. J. Fones.

Luther S. Bodman, son of Luther W. Bodman, died Jan. 2, at Pass Christian, Miss., aged 27.

Wages of telegraf operators in several brokerage offices have been cut from \$35 to \$25 per week.

Employees of the Board of Trade were substantially remembered in the distribution of Christmas gifts.

Annual dues of Board of Trade members have been set by the directors at \$75 regular and \$25 special.

John Wheeler, formerly with Montague & Co., has taken charge of the cash grain department of Miner & Co.

Everything looks bright to us. Expect to see more business here than we can well attend to in a short time.—W. J. Doyle.

B. A. Eckhart, the well known miller, has been appointed to represent the Board of Trade in the National Council of Commerce.

P. P. McLaughlin, formerly with W.

H. Lake & Co., has gone with D. M. Bell & Co. to take charge of their grain and stock department.

Chas. Head Smith, the wheat speculator, who was suspended from membership, has been reinstated, by the directors of the Board of Trade.

Buyers are taking stock in the East and are not buying. Think stocks are low. Look for good big business after opening of the New Year.—N. J. Brogan.

The offer of \$2,000 for memberships held out by the directors of the Board of Trade during December, was raised Jan. 2 to \$2,100, there being no takers.

Geo. S. McReynolds, who fraudulently removed grain from his public warehouse, has lost his identity in that of Convict No. 564, at the Illinois State Prison, Joliet, where he was incarcerated Dec. 28.

The City Eltr., under lease to the J. Rosenbaum Grain Co., has been condemned and bot by the trustees of the drainage canal, and the holders of warehouse receipts have been requested to remove their grain.

Bernard Krzwdkewski, watchman at Illinois Central Eltr. B, fell 20 ft. in the cupola of the building recently and sustained fatal injuries. It is said the watchman fell while reaching for a pigeon to give his 12-year-old daughter who was waiting for him below.

Coarse grain is high. Advices would lead us to believe that the prices of coarse grain would keep high the balance of the crop year. Oats and barley are out of first hands. A large per cent of the country feeders are buying corn now. I can only see high prices on corn, oats, barley.—Fred Austin.

Board of Trade clearings for 1907 were \$106,586,118; against \$43,480,000 for the preceding year, showing a remarkable gain in business. Receipts of corn and oats were larger than in 1906 and those of wheat and barley somewhat less. Total receipts of grain were 264,787,000 bus., an increase of nearly 10 per cent over 1906.

Emil Santmeyer, well known former chief weighmaster at the Waukegan plant of the American Steel & Wire Co., has received an appointment as grain inspector in the state grain inspecting department at Chicago. He receives the appointment thru Roy O. West and his choice to fill the position is considered a good one from every standpoint, including the political one.—Waukegan Sun.

Valuable Hints on Speculation is the title of a ten page booklet recently issued by Chas. Sincere & Co. The subject is introduced by the assertion that "All business is more or less speculation," and the purpose of the booklet is therefore to point out some of the laws that govern success in speculation. The conclusion is that to be successful a speculator needs self reliance, judgment, courage, prudence, liability.

Dishonest dealers are aimed at in a new city ordinance being prepared by the feed dealers for presentation to the city council, requiring teamsters to deliver to the customer a certificate showing the gross, tare and net weight of grain and feed in every load before delivering it. The enforcement of such an ordinance is expected to prevent a dishonest dealer from quoting prices lower than his rival who gives full weight.

Young & Nichols, one of the best known and most progressive firms on the Chicago Board of Trade have dissolved partnership and Mr. Nichols has retired from the grain business. The business

will be continued by the senior member of the firm, Wm. Sanborn Young, under the firm name of Young & Co. The succeeding company retains the same offices and force as the old company and the many patrons and friends of the old firm will find the new one just as ready, willing and efficient, for all business purposes.

Applications for membership in the Board of Trade has been made by J. F. Morton, Gideon Lee Stout, Waiter R. Whitman, Ellwood T. Roberts. Members of the Board of Trade recently admitted are Claude L. Thomson, Carl F. W. Pfeiffer, William B. Page, Jesse C. Tobey, James C. Dougall, James L. Carden, James L. Morton, Francis L. Schreiner, Kossuth Marks, Daniel Morrison. Application for transfer of membership has been made by Jacob Schreiner, Robert B. Clark, Chauncey J. Blair, the estate of E. E. Baldwin, Arthur M. Lucius, Duncan A. McDonnell, L. H. Fairchild, Walter E. Rich, Chas. F. Chapman, Walter L. Keiffer, D. C. Hoffman.

Candidates for director of the Board of Trade engaged in a good natured contest at the annual election Jan. 6. On the regular ticket, composed of Edward Andrew, A. M. Clement, Ben B. Bryan, Harry Boore and Frank Marshall, the four first named were elected, and of the opposition ticket, composed of Samuel P. Arnot, John J. Keller, Frank G. Barnard, Samuel H. Greeley and Gardiner B. Van Ness, Mr. Arnot was the only winner. Hiram N. Sager was re-elected pres. without a contest; James Bradley was unanimously chosen sec. and vice pres. and John A. Bunnell advanced to first vice pres. John C. Wood, George A. Wegener, Charles P. Randall, Frank G. Ely, and Richard C. Russell were elected to serve two years on the committee of appeals, James C. Murray being chosen to serve a year, filling the vacancy caused by the retirement of James R. Dalton. Those selected to serve for two years on the committee of arbitration are Michael P. Kelly, Horace G. Newhall, Robert W. Carder, Henry M. Paynter, and Henry A. Rumsey.

S. H. Greeley has issued a letter to the members of the Board of Trade calling attention to the likelihood of a partial loss to all of the subscribers to the \$20,000 fund to guarantee Peabody, Houghteling & Co. against loss in the operation of the McReynolds' South Chicago Eltr. as a public warehouse of class A. It was expected that the guarantors and others would order sufficient grain into store so that the earnings would pay the expense of operating the house; but the settlement of the eltr. controversy provided the Board with ample regular eltr. capacity, so there was little demand for space in the McReynolds house. Mr. Greeley in his letter objects to the manner of settling the eltr. question; and Pres. Sager has replied in an open letter stating that the eltr. agreement concedes to the eltr. proprietors nothing to which they are not legally entitled, and on the other hand protects the interests of members of the exchange, and that if the agreement fails to meet the approval of the members it can be abrogated on July 1, as by mutual agreement the experiment has been limited to that time.

CHARITY VAUDEVILLE.

Yards of black bunting, several American flags, an improvised stage, an orchestra and a number of vaudeville entertainers transformed the smoking room of the Chicago Board of Trade into "Vaudeville" Tuesday afternoon, Dec. 31.

Sec'y Geo. F. Stone opened the enter-

tainment with a short address in his characteristically forcible style, congratulated the members upon the closing year of successful business and admonished them in the words of Abraham Lincoln to "Don't worry, eat three square meals a day, say your prayers; be courteous to your creditors," the closing clause evoking considerable spontaneous mirth.

At the close of Mr. Stone's address John B. Adams, in behalf of the Board of Trade members presented him, in an appreciative speech, with a chest of silver. Mr. Stone replied by saying that no words which he could muster would portray his deep feeling of appreciation for the gift.

The entertainment proper consisted of vocal and instrumental selections, negro dancing, comedy and the usual number of jokes on the members of the Board of Trade. Financially the entertainment was a success and as a motive in giving it was for charity the members accepted every number of the program, good, bad, or indifferent, in a benevolent spirit.

COLORADO.

Denver, Colo.—George H. Hussander died at his home after a short illness, of pneumonia, at the age of 51 years. He was engaged in the grain and coal business for 20 years.

Denver, Colo.—Professor W. H. Olin, of the state agricultural college, has arranged for a very comprehensive exhibit of feed and forage plants at the Western Live Stock Exposition, Jan. 20 to 25. About 60 different varieties of native and cultivated grasses will be shown, and prizes will be awarded for the best exhibits.

IDAHO.

Picabo, Ida.—Orrin L. Curtis will erect a grain eltr.

Steuernberg (no p. o.), Ida.—The Vollmer-Clearwater Co. will erect a warehouse at this new town, on the Camas prairie. It will be 500 ft. long.

Moscow, Ida.—G. E. Grice has organized a company with a capital stock of \$25,000, to erect a mill 26x38 ft., 3 stories high and to have a capacity of 75 bbls. per day.

ILLINOIS.

Fullerton, Ill.—T. D. Pletsch has succeeded J. E. Hawthorne.

Blandinsville, Ill.—H. E. Roberts has succeeded W. W. Carroll.

Savoy, Ill.—E. E. Derrough has succeeded the Farmers Eltr. Co.

Jacksonville, Ill.—Heneghan & Cain have succeeded James Heneghan.

Parnell, Ill.—D. Pletsch & Son have succeeded B. T. Railsback & Sons.

Malta, Ill.—Marshall Bros. have bot W. D. Blair's eltr. and are operating it.

Indianola, Ill.—J. M. Current & Co. of Homer have bot out W. H. Current.

New Holland, Ill.—The New Holland Grain & Coal Co. is out of business.

Freeport, Ill.—H. A. Hillmer Co. has just installed an Avery automatic scale in its eltr.

Seneca, Ill.—Wm. Beckstein has sold his interest in the grain eltr. of the M. J. Hogan Grain Co.

Strawn, Ill.—The Strawn Farmers Eltr. Co. has recently installed a 1,500-bu. Avery Automatic Scale in its eltr.

Hermon, Ill.—The Farmers Grain,

Live Stock & Co-operative Ass'n has increased its capital stock from \$1,000 to \$4,000.

Windsor, Ill.—The farmers at this place held a meeting recently for the purpose of organizing a farmers mutual eltr. company.

Minier, Ill.—Nic Graff has succeeded Arthur Schant as mgr. of the eltr. of the Minier Grain Co., in which 90 farmers are stockholders.

Edwardsville, Ill.—The eltr. of E. J. Jeffress, which was burned Dec. 7, at a loss of \$3,500, will be rebuilt as soon as the insurance is adjusted.

Magnolia, Ill.—Surface & Ensign are about to install an Avery Automatic Scale in their eltr. The scale has a capacity of 2,000 bus. per hour.

Toluca, Ill.—T. B. Colehower, grain dealer at this place for a number of years, died at San Antonio, Tex., Dec. 14. He leaves a wife and four children.

Neponset, Ill.—The Neponset Farmers Grain Co., recently incorporated, has bot the eltr. of the Neola Eltr. Co., for \$4,500. The company took possession Jan. 1.

Palmer, Ill.—Robert Best has bot the interest of his brother Fay R. Best in the banking and grain firm of Best Bros. The latter will retire and remove to Memphis, Tenn.

Grand Ridge, Ill.—A farmers eltr. company at this place is being formed. H. B. Williams was chosen chairman and Robert Antrim sec'y. The company will build a large eltr.

Sycamore, Ill.—Geo. D. Hunt has closed his eltr. Too much unreasonable overbidding. This leaves the Great Western Grain Co., and J. L. Murphy on the Northwestern.

Virginia, Ill.—William Whittaker, a carpenter at work on the new eltr. of C. W. Savage, fell from the top of the eltr., Dec. 17, fracturing his skull and exposing the brain.

Pierson, Ill.—The Pierson Grain Co., J. E. Collins, mgr., has bot the eltr. here known as the Wilkins Eltr., of O. Gandy & Co., of Fort Wayne, Ind. The sale was negotiated by C. A. Burks.

Peoria, Ill.—It is said the Sterling, Dixon & Rock Falls Packet Co. will establish a line of 11 eltrs. along the Hennepin Canal and Rock River and make this city the terminus for a grain carrying trade.

Kankakee, Ill.—Bartlett, Frazier & Co. will build an eltr. at the Grinnell farm on the C. I. & S. and plans are now being prepared. The new eltr. will take the place of the grain pump which has been used for several years.

Broadlands, Ill.—A part of the eltr. of Bartlett Kuhn & Co. is being taken down to make room for a large addition, to be built nearer the tracks. When the eltr. is completed it will be one of the largest along the Danville division.

London Mills, Ill.—The eltr. on the Iowa Central Ry., of Hummel Bros., was burned Dec. 20 at 3 o'clock a. m., together with 800 bus. of grain and two loaded cars. Loss \$2,500, partially insured. The firm will rebuild.

New members recently admitted to the Illinois Grain Dealers Ass'n are the Cummings Grain Co., Clifton, Ill.; H. J. Hasenwinkle Co., Memphis, Tenn.; John Lawson, Redmon, Ill.; J. T. Sims & Son, Oakland, Ill., and Wood & Metcalf, Springfield, Ill.

Sycamore, Ill.—W. H. Thomas of this place, who sold his eltr. at Clare three

years ago to G. L. Bowman and agreed to stay out of the grain business in that territory, is attempting to do a scoop shovel grain business at Kelly's Switch, altho there is no buildings or even scales at that point. He is thoroly irregular and not entitled to any market information.

Danforth, Ill.—The Farmers Eltr. Co., incorporated, capital stock \$20,000. D. Brumback, pres.; Hannes Wilken, vice pres., and H. W. Danforth, treas. The company has bot the eltr. of the C. H. Rumley Grain Co. for \$20,000, possession given Jan. 1. J. W. Overacker will be retained in charge. M. R. Meents & Sons, who own eltrs. at Ashkum and Clifton, have bot the eltr. of R. F. Cummings Grain Co.

West Hammond, Ill.—The Superior Malting Co. has bot the Hawkeye Eltr. of Richard Fitzgerald for \$100,000 and will erect in connection two large brick malt houses to cost \$250,000. The malting process invented by Wm. P. Rice, pres. of the Superior Malting Co., will be used. The Rice system has been in use for over two years, and one plant on this system is in operation at St. Louis and others are being erected for the St. Louis Brewing Ass'n. The Hawkeye Eltr. has advantages of location for a malting plant, its builders having been interested in the malting business, and Mr. Rice considers himself fortunate in acquiring barley and malt storage so well suited to a malting plant.

Springfield, Ill.—The city ordinance providing for the inspection of hay was passed Dec. 23, by a vote of 11 to 3. Alderman Twyman objected to the ordinance, as it would put an extra tax on the consumer if the shipper was forced to pay \$1 a car for local inspection. Alder-McGrue said that this extra tax would be more than repaid by the quality of the product that would be required under the ordinance. The ordinance creates an inspector, who is paid 80 per cent of the fees collected. The other 20 per cent of fees goes into the city treasury. The inspector is allowed to charge \$1 for the inspection of each car load of straw, alfalfa or portion thereof. For failure to comply with the ordinance a penalty of from \$10 to \$200 can be collected.

Peoria, Ill.—Frank Hall died Sunday, Jan. 5, of heart failure. His heart trouble began 5 years ago and recently had become more acute and for two months he has been confined to his home. Franklin Hall was born at Roanoke, Ind., 58 years ago and has made his own way from the age of 16. From Chicago he came to Peoria in 1871 to clerk for E. S. Easton and his ability won him recognition as a member of the firm a few years later. On the death of Mr. Easton the business was reorganized under the present name of Frank Hall & Co. He was elected to the presidency of the Board of Trade, which he held for several terms, and has since been one of the board of directors. He was also president of the Central City Eltr. Co. Mr. Hall was highly esteemed by fellow members of the Board of Trade, which adopted resolutions sympathizing with the bereaved family. His wife, with two daughters, survives him, and he has three brothers, all residing at Peoria.

INDIANA

Lafayette, Ind.—James Thompson is seriously ill at his home.

Adams, Ind.—There are scoop shovelers at St. Paul.—A. Boling.

Finnsburg, Ind.—W. G. Meyers is figuring on buying an automatic scale.

Veedersburg, Ind.—John Reichard has purchased an eltr. here on the Big Four.

Fowler, Ind.—W. Hawkins has taken over the interests of the Fowler Grain Co.

Goshen, Ind.—Geo. D. Hawks, of the Goshen Milling Co., died Dec. 29, aged 65 years.

Millville, Ind.—Wisehart & Son's 10,000-bu. eltr. has been overhauled and enlarged by N. A. Grabill.

Grabill, Ind.—The Witmer Grain Co.'s new 75-bbl. flour mill built by N. A. Grabill is ready to start.

Scircleville, Ind.—Sims & Ashpaugh's eltr. has been remodeled and overhauled by the C. & A. Engineering Co.

Yeddo, Ind.—I have just bought out John Reichard, who was a scooper at this place for a long time.—Tom Glascock.

Fountaintown, Ind.—Corn trade is very lively with us. Think Indianapolis grading is too strict this year.—Martin Moore.

Ossian, Ind.—We have to beg the farmers for corn to get enuf to retail. There won't be a carload shipped out of our station this year.—W. M. Doan.

Evansville, Ind.—W. A. Browning has contracted with the Reliance Construction Co. for plans for an 800-bu. per day corn mill and an eltr., all of concrete.

Bentonville, Ind.—J. S. Hazelrigg has sold a ½ interest in his eltr. here on the Panhandle to C. Rothfon and the firm name will be Hazelrigg & Rothfon.

Monticello, Ind.—An additional automatic scale is being installed by Loughry Bros. in their mill. This scale, like the preceding ones, has been supplied by the Avery Scale Co.

Parker City, Ind.—W. A. Feight has just purchased the Parker City mills. He has completely overhauled the house, installing new machinery and otherwise improving the property.

Kewanee, Ind.—I sold my eltr. to Hufnaugle & Gentner. The former comes from Ansonia, O., and the latter from Mount Comfort, Ind. They will take charge on or before March 1.—L. E. Daniel.

Goldsmith, Ind.—G. G. Davis of Tipton will tear down his old eltr. and build a modern 25,000-bu. eltr. in the spring. About a half of this capacity will be in cribs. The C. & A. Engineering Co. is making the plans.

Rockville, Ind.—Rohn Bros. will erect a large eltr. in the spring. It will have a capacity of 30,000 bus. The new building will be erected 25 or 30 ft. east of the mill, and the machinery will be run by power from the mill.

Indianapolis, Ind.—A great deal of the corn is damp and not fit to ship. Some of it looks all right, but if loaded into a car it will become hot and mold. We need cold weather for the corn and a lot of it.—Bert A. Boyd.

Delphi, Ind.—C. M. Kerlin & Co. have let the contract to the Reliance Construction Co. for a new eltr. to replace the one burned. It will have storage room for 45,000 bus. small grain and for 10,000 bus. ear corn in crib adjoining.

Mt. Ayr, Ind.—H. G. Clark has no facilities for conducting a grain business. He is in the implement business and because the grain elevator men would not buy his implement business, he is trying to buy corn. He is strictly irregular.

Fort Wayne, Ind.—The Northern In-

diana Grain Dealers Ass'n has offered \$30 in prizes for the largest and best ears of corn grown in Allen, Adams, Wells or De Kalb counties. The corn is to be delivered to S. Bash & Co., and the awards will be made by L. B. Clore.

New Harmony, Ind.—Frank C. Fitton of Indianapolis, Ind., has a new 20,000-bu. eltr. on the I. C. R. R. thru which he ships the product of his 2,300 acres of Wabash bottom lands. He grows white corn only. A U. S. Sheller and Western Cleaner have just been installed in the eltr. J. L. Crabb is mgr.

Gary, Ind.—George G. Wildermuth, a member of the firm of Wildermuth & Son, feed dealers, is believed to have been murdered and thrown under a Pennsylvania Railroad train Dec. 30. He had been to visit his sweetheart at Logansport, and was on his way home. It is thought that jealousy was the cause, and that his valuables were taken as a blind. He was 28 years old.

Perrysville, Ind.—F. J. Winter is said to be doing a scoop shovel business again at Dickson Switch. He has imported a partner from Villa Grove, Ill. Mr. Winter knows how to handle the shovel, having had long experience as a fireman on the C. & E. I. R. R., but has yet to learn that no man can do a profitable business by pure scoop shovel methods. A grain eltr. is as necessary to the grain business as a locomotive engine is to the operation of a railroad.

Royal Center, Ind.—S. J. Carrol's new ear corn and oats eltr. has recently been completed by A. H. Richner. The building is 30x100 ft. on concrete foundation and has 50,000 bus. capacity. Partitions of the 10 bins are double, giving ventilation. The crib is 30x60 and 30 ft. high, lined with galvanized wire cloth for oats storage. Crib slats, 1x4, with roof projections every 4 ft. from top to bottom, keep rain from beating in. The equipment includes a stand of eltrs. with 14x7 cups, sheller of 2,000 bus. capacity, corn cleaner of same capacity, Richner Chain Grain Feeder. The brick engine room is 6 ft. from main building and contains a 50-h.p. gas engine.

Lafayette, Ind.—The final details have received attention and everything is now in readiness for the Farmers' Short Course to be held at Purdue University Jan. 13-18, 1908. Everyone connected with the work is busy and nothing which will add interest or make the work more instructive, is being left undone. The Agricultural Hall is now aglow with corn. In the Assembly room, long tables lined with samples are awaiting the corn growers. This room will be given over to the men who have not attended the Corn School in previous years. An adjoining room will be had for those who have previously attended. Here advanced work in corn judging will be given. This feature should induce those who have attended before to return this year. In a third room, instruction will be given to the boys. Special attention will be given to this class and at the end of the week an examination will be held for those who wish to compete for the \$75 Scott Trophy. The trophy is to be held by the winner for one year. Professor G. I. Christie will lecture on Tuesday on Selection and Storing of Seed Corn, Thursday on Testing and Grading Seed Corn, and Professor A. T. Wiancko, Wednesday, on Results of Experiments in Corn Improvement. Thursday Professor W. J. Jones will lecture on the Indiana Stock Food Law, and Professor Wiancko on Corn Breeding. Programs and other in-

formation can be obtained from Dean J. H. Skinner, Lafayette, Indiana.

IOWA.

Clarion, Ia.—The Clarion Farmers Eltr. Co., incorporated, capital stock \$15,000.

Stout, Ia.—John Knepe is now manager of the eltr. of Nye-Schneider Fowler Co.

Clarion, Ia.—The Farmers Eltr. Co. has bot the eltr. of the Iowa Eltr. Co., for \$3,300.

Akron, Ia.—A. R. Whitney has been chosen mgr. of the eltr. of the new Farmers Eltr. Co.

Struble, Ia.—D. D. Hamer is the new manager and buyer of the farmers eltr. just completed.

Grimes, Ia.—I have been transferred from Herndon, Ia., to this place.—F. C. Carlson, agt. Neola Eltr. Co.

Kellog, Ia.—E. L. Patton has bot from the Avery Scale Co. an automatic scale with a capacity of 1,000 bus. per hour.

Dawson, Ia.—An Avery Automatic Scale has been installed in the eltr. of R. S. Witter. It has a capacity of 1,500 bus. per hour.

Walcott, Ia.—The Farmers Mutual Eltr. Co. has bot an Avery Automatic Scale with a capacity of 1,500 bus. per hour, for its new eltr.

Ames, Ia.—A large sum in cash prizes was distributed at the 5th annual corn contest of the Iowa Corn Growers Ass'n, held here Dec. 30 to Jan. 11.

Farragut, Ia.—The Nebraska-Iowa Grain Co. has installed an automatic scale in its eltr. with a capacity of 1,000 bus. per hour. The Avery Scale Co. furnished the machinery.

Spencer, Ia.—F. M. Tuttle has bot the eltr. on the Milwaukee right-of-way and is having it moved to the Minneapolis & St. Louis road and will have it fitted up for an eltr. and hay barn.

Elkader, Ia.—This locality is no grain section. There has been no business here to pay interest on the money invested in the eltr. until this year, when a few cars of barley were shipped.—Joe Lamm.

Sac City, Ia.—The Conger Ball Co. is installing an automatic scale in its new up-to-date eltrs. The Avery Scale Co. is supplying the machines, each of which has a capacity of 1,000 bus. per hour.

Council Bluffs, Ia.—E. J. Kiddle, of Omaha, and Droge Bros., of this place, have organized a new wholesale hay, grain and feed company. The new firm started business Jan. 1, and is known as the Droge-Kiddle Co.

Red Oak, Ia.—The Southwestern Iowa Grain and Stock Judging School will be held here Jan. 13 to 18. The corn department will be under the personal supervision of Professor P. G. Holden of the Iowa State College.

Lawler, Ia.—The Ober-Kingsbury Grain Co. sold its eltr. at Ionia, Ia., to H. C. Hamilton, of Nora Springs, Aug. 1, 1907. I was formerly agent for them at that place. I am now agt. for Gilchrist & Co. at this place.—O. B. Taylor.

Sioux City, Ia.—The rules governing the inspection of grain at this city as adopted by the Board of Trade have been published in a 10-page leaflet. The grades include northern spring, hard winter, durum, red winter and white winter wheat; rye, corn, barley, clipped oats, and flaxseed. Appeals are to the grain committee.

Burlington, Ia.—Joseph Fairbanks died

recently from the effects of a fall. He installed the engine in the large grain eltr. of the B. & M. R. R. when it was built in 1884 and remained in charge of the steam plant to the day of his death. Out of respect to one who was always faithful to his trust the big flag on the eltr. was lowered to half mast when he passed away.

KANSAS.

Barnes, Kan.—L. C. Solt has succeeded the firm of M. Solt & Sons and Solt Bros.

Dwight, Kan.—McLeavy & Nelson, a new firm, are buying grain for the Home Grain Co.

Minneapolis, Kan.—The Farmers Eltr. Co. is installing a 25-h. p. Witte Engine in its eltr.

Bucyrus, Kan.—The Harris-Anderson Lumber Co. has completed an eltr. and installed a 15-h. p. Witte Gasoline Engine.

Corning, Kan.—The eltr. of L. Cortel-you was burned Dec. 21 at 1 o'clock a. m. with about 2,000 bus. of corn and 300 bus. of oats. Loss, \$8,000, insured.

Baxter, Kan.—D. L. Harper of Galena has returned to this place and will assist B. H. Shields at the eltr. of H. L. Jaqueth, successor to White & Allen.

Moline, Kan.—The stone eltr. of Frank Webb is nearing completion. The roof is now being put on. It is built of stone 18 ft. high to the eaves, and is on the Santa Fe right-of-way.

Emporia, Kan.—Theodore Teichgraeber, miller of Lindsborg, Kan., died of heart disease Dec. 27 while at this city to attend the funeral of his brother Emil Teichgraeber, a miller of this place, who died Dec. 25.

Emporia, Kan.—Grant Wolfe, L. S. Hogle and Walter Sponsler have formed a company and leased a site on which they will erect an alfalfa mill at once, to be completed by March 1. They have a capital of \$5,000.

Abilene, Kan.—The Walters & Hoyt Grain, Coal & Live Stock Co. has been formed by J. M. Walters, who has had long experience in the vehicle business, and Elmer Hoyt, a wealthy farmer, and they have bot the eltr. and coal business of W. B. Giles. Mr. Walters is mgr.

Eureka, Kan.—A. F. Jenne & Son's new eltr. has been completed. The company will combine their wood, feed and potato business in this new building. The machinery is run by a large gasoline engine and the saw, splitter, sheller and the entire plant can be operated at the same time.

Atchison, Kan.—The Corn Belt Grain Co. has bot suit against the Rock Island road to recover \$789, the value of a car of corn billed to Macon, Ga., Oct. 7, and which did not arrive at destination until Nov. 25. Owing to the railroad company's negligence the shipment was a loss to the seller.

Wichita, Kan.—Many members of the Southern Kansas Millers Club and the Southwestern Bureau of Information held a consultation with their attorneys recently. John Dawson, ass't atty. gen., who was present, stated that a number of millers had written to him that they were willing to consent to judgment dissolving both organizations.

Topeka, Kan.—The Riverside Milling & Power Co., of Cartersville, Ga., has bot suit against Arthur H. Bennett, who formerly conducted the Bennett Commission Co., to recover \$1,440 for alleged breach of contract. It is al-

leged that on Feb. 12, 1907, A. H. Bennett offered to book with F. R. Logan & Co., grain brokers at Atlanta, Ga., twenty cars of No. 3 white corn at 60 cents per bu., delivered at Atlanta, Ga., ten of the cars to be delivered in 30 days and the remaining ten cars in 60 days. On Feb. 13 the Logan Co. notified Mr. Bennett of their acceptance of the terms, and that sale of the corn had been made to the Riverside Milling & Power Co., ten cars of the corn to be shipped on March 1 and ten cars on April 1. The petition asserts that A. H. Bennett agreed to the terms, and shipped two cars of the corn, which were accepted and paid for by the Cartersville company, but before the expiration of 30 days by mutual agreement the further shipment of corn was delayed. On May 7 the Riverside Milling & Power Co. requested that a few cars be shipped them, and the request was not complied with by Mr. Bennett. The petition says that on June 7 Mr. Bennett refused to carry out his contract, and the plaintiff was compelled to buy 18,000 bus. of corn at an advance of 8 cents on the bu.

PROGRAM ANNUAL MEETING OF KANSAS DEALERS.

The 10th annual meeting of the Kansas Grain Dealers Ass'n will be held Jan. 14 and 15 at Topeka. The sessions will be held in the Commercial Club rooms, 7th street, and the headquarters will be in the Throop hotel, 4th street.

A banquet will be given the visiting dealers by the grain dealers and millers of the city on the evening of Jan. 14.

If 100 or more desire to go to Kansas City before returning home arrangements will be made for a special train leaving Topeka Wednesday evening and arriving at Kansas City about 7:45. The program follows:

TUESDAY MORNING, 10 A. M.

"Grain Man's Burdens," address by F. W. Dickenson of Humboldt. Appointment of Committees.

TUESDAY AFTERNOON.

Annual Report and Financial Statement by Secy. E. J. Smiley.

"The Value of a Proper and Uniform Standardization of Grain to the Grain Industry," by J. W. Radford, chief grain inspector, Kansas City, Kan.

"Federal Inspection Practicable," by W. C. Brown, Palmer, Kan.

"Federal Inspection Impracticable," by W. S. Washer, Atchison, Kan.

Discussion.

WEDNESDAY MORNING, 9:30 A. M.

"Grain Men in Politics," by J. C. Robb, Wichita, Kan.

"Reciprocal Demurrage as Recognized by the Courts," by E. D. McKeever, Topeka, Kan.

"Contracts," by C. A. Smith, Wells-ville, Kan.

"Law Enforcement," by Jas. M. Meek, Ass't County Atty., Wyandotte County, Kan.

Discussion.

WEDNESDAY AFTERNOON.

Arbitration Committee report. Auditing Committee Report.

Resolutions Committee Report. Election of Officers.

New Business. Adjournment.

LOUISIANA.

New Orleans, La.—Edgar C. Richey has succeeded R. C. Carroll in charge of the government standardization laboratory.

New Orleans, La.—Grain exports

from New Orleans from Sept. 1 to Jan. 1 amounted to 3,774,126 bus. of wheat, 718,014 bus. of corn and no oats; compared with 3,472,375 bus. of wheat, 2,290,694 bus. of corn and 65,000 bus. of oats from Sept. 1 to Jan. 1, a year ago, as reported by W. L. Richeson, chief grain inspector, New Orleans Board of Trade.

New Orleans, La.—Wm. Adler, the senior member of the firm of A. Adler & Co., flour handlers, disappeared Dec. 20, whereupon it was discovered he had wrecked his firm and the national bank of which he was pres. He fled for Honduras in a steamer owned jointly by himself and Moses Swartz, with \$30,000 worth of groceries and 1,600 bbls. of flour. The boat ran ashore Dec. 26, 50 miles from Porto Cortez.

MARYLAND.

Baltimore, Md.—The Clifton & Woodland Co., incorporated, to conduct a grain and commission business.

Baltimore, Md.—Henry Lants and George M. Lamb, both members of the Chamber of Commerce, died recently.

MICHIGAN.

Milan, Mich.—We have bot the eltr. here of Cook & Wilson.—Carpenter & Kalmbach.

Akron, Mich.—The Hess Eltr. Co. has moved into its new offices which have been completed.

Lansing, Mich.—The Michigan State Millers Ass'n will hold its annual meeting at this city Jan. 21 and 22.

Ravenna, Mich.—Albro E. Young has bot the interest in the grain eltr. of Fred J. Young, and will continue the business.

Caro, Mich.—A. G. Cushman of Saginaw, will assume the responsibility of the business of the Caro Eltr. Co., during the illness of Manager John McAllister.

Georgeville, Mich.—Six Battle Creek stockholders have petitioned the court for an order restraining the Price Cereal Food Co. from selling its factory at this place.

Eagle, Mich.—The eltr. of Whitmore & Crell which was burned Dec. 10, will not be rebuilt at once, as it was not sufficiently profitable to risk such an investment again.

Beaverton, Mich.—G. A. Alderton has turned over to Receiver M. J. Purcell all the deeds given by Ross Bros. before their failure, covering the eltr., sawmill and other property, valued at about \$80,000.

Holland, Mich.—John Leenhouts and Pete Muller have bot the Standard Roller Mills and large eltr. which have been idle for some time, for \$10,000. The mill will be equipped with new machinery and operated by motor power. Mr. Muller moved here recently from Danforth, Ill.

Dowagiac, Mich.—The flour mill of the Colby Milling Co. was burned Jan. 3 with 10,000 bus. of grain and 1,400 bbls. of flour. Loss \$50,000. The company has established offices in its eltr. The mill will be erected at once on the old site. At the time of the fire H. E. Colby was stricken with apoplexy.

MINNEAPOLIS.

Finley Barrell & Co. have taken the

offices at 58 old Chamber of Commerce bldg.

Nye, Jenks & Co. are operating the Calumet Eltr., a plant of 200,000 bus. capacity.

An electrical quotation clock, the invention of Wm. Robertson, has been installed on the trading floor of the Chamber of Commerce.

Watson & Co. will soon resume business. The firm has paid 50 per cent in cash and hopes to pay the remainder in one to two years.

The Traders Grain Co., which was formerly the M. C. Wright Co., has gone out of business. The concern had private wires to cities in North and South Dakota, Minnesota and Wisconsin.

C. C. Wyman dared enter the pit clad in a blue and yellow striped sweater. His stay among the traders was brief. They tore his pretty clothes into rags and he fled to the smoking room.

The grinding house of the Albert Dickinson Co. was burned at 3 o'clock a. m. Dec. 25. The building was worth about \$15,000. The stock of grain was small and the machinery is worthless except for scrap iron.

Judge Holt of the district court on Jan. 7 enjoined the Sheffield Mill & Eltr. Co. from using the word "Sheffield" in connection with its milling business, the Sheffield-King Milling Co. having established its prior right.

Timothy Donahue, a mill feed broker, died Dec. 26 of heart failure following a nervous breakdown. He had been connected with local grain firms for the past 10 years. A year ago he entered the business for himself in the Corn Exchange. He was 35 years old and unmarried.

Piper, Johnson & Case have succeeded Whallon, Johnson & Case. Mr. Whallon will continue a member of the firm and give personal attention to his eltr. business; and G. F. Piper will be active in the brokerage department. The firm has removed to offices at 410 new Chamber of Commerce.

Six amendments to the rules of the Chamber of Commerce were adopted recently. The weight of a carload of bran, middlings or red dog flour in sacks was changed from 35,000 to 40,000 lbs. The minimum commission on sales of hay was advanced from 50 cents per ton and \$5 per car to 75c per ton and \$7.50 per car. It was voted that when cars in the local terminals are re-ordered without unloading or re-inspection, such re-ordering shall be considered acceptance of the car by the purchaser. Three of the amendments related to liens upon certificates of membership, and provide that liens may be enforced by the ass'n, creditors or persons advancing the purchase price.

In the suit by John A. Todd against Wm. J. Bettingen the Supreme Court of Minnesota recently granted defendant a reversal of the order of the district court giving plaintiff leave to amend his complaint. One essential part of the allegations is "That defendant did on or about the 26th day of April, 1900, wrongfully keep and convert stock (of the Independent Eltr. Co.) so received from plaintiff, and its value and proceeds over and above the value of \$11,000, to his own use, and kept and retained them, excluding plaintiff therefrom, without consideration, to the plaintiff's injury and damage in the sum of \$20,500, with lawful interest from April 26, 1900, which defendant promised and agreed to pay, but no part of which has ever been paid, al-

though the same is long past due and duly demanded."

MINNEAPOLIS LETTER.

The Electric Malting Co. has started its plant, and Mr. Blair, its buyer, has become popular on 'Change.

Shipments of barley from this city since July 1 have been over 1,000,000 bus. and many orders are still unfilled.

The enormous demand for barley is puzzling the trade to such an extent that there is some gossip of a corner in barley.

Robert Johnston of the Wisconsin Northern Grain Co. is the barley king in this city now. He has the reputation of being the shrewdest barley buyer on the floor.

McCarthy Bro. have filed a claim against the membership of J. W. Hoit and the directors of the Chamber on Jan. 20 will hear their request that it be sold to satisfy the claim.

A. Bede, formerly manager of the St. Anthony Eltr. Co., is now vice pres. and mgr. of the Delmar Eltr. Co., which operates what was formerly known as the Standard Eltr., and does a considerable business in oats.—Minn.

MINNESOTA.

Browns Valley, Minn.—Thomas Bailey & Son are erecting an eltr.

Sleepy Eye, Minn.—The Farmers Eltr. Co. has succeeded Hugh McBain.

Blue Earth, Minn.—The Central Grain & Coal Co. are new dealers at this place.

Stephen, Minn.—The Hurlbut-Potter Eltr. Co. has succeeded the Duluth Eltr. Co.

Holland, Minn.—The farmers have organized a company at this place and will buy an eltr.

Barnesville, Minn.—It is expected that the farmers at this place will organize an independent eltr. company.

Franklin, Minn.—We are out of business. The mill is operated by Citizens Milling Co.—Franklin Milling Co.

Duluth, Minn.—Estimates will soon be made by contractors for the enlargement of the Board of Trade bldg.

Bird Island, Minn.—Gilbert Nelson has opened a branch office here for the E. L. Welch Commission Co., of Minneapolis.

Duluth, Minn.—The customs office is being kept pretty busy since the close of navigation shipping Canadian bonded wheat by rail.

Badger, Minn.—The Roseau County Farmers Eltr. & Mercantile Co. was organized recently. The company will either buy or build an eltr.

Hendrum, Minn.—The eltr. of the Minneapolis & Northern Eltr. Co., which has been closed for several months, has been opened by Nick Hennen.

Blooming Prairie, Minn.—Fire broke out in the eltr. of M. M. Guthrie Dec. 23. Not much damage was done. The fire started from the contact of live electric wires with woodwork.

Mankato, Minn.—Oscar Bierbauer, former pres. of the Mankato Malting Co., who mysteriously disappeared several months ago, has returned. He is said to have been at a sanatorium in Michigan.

St. Paul, Minn.—The St. Paul Board of Trade has followed the Minneapolis Chamber of Commerce advance in the commission rate on sales of hay to 75c per ton and \$7.50 per car, minimum.

Sauk Centre, Minn.—The Cold Spring Brewing Co. has reorganized and in-

increased its capital stock to \$500,000. A malt house and an eltr. with a capacity of 200,000 bus. will be erected in the spring.

Duluth, Minn.—The Board of Trade will hold a caucus Jan. 11 to nominate officers to succeed J. H. Barnes, president; S. H. Jones, vice-president; J. H. Cook, William Dalrymple and E. H. Smith, directors.

Le Sueur, Minn.—Edward W. Wierwell has sold one-half interest in his eltr. and hereafter the business will be conducted under the name of Wierwell Bros. A meeting was held recently to consider the question of rebuilding the farmers eltr.

Mankato, Minn.—A Chicago & Northwestern car sprang a leak in the local yards, and some wheat leaked out upon the track and was carted off. The country shipper who is short at destination can guess whether this car is the one he loaded.

Madison, Minn.—Harry C. Spanton has been placed on trial on the charge of having burned the Anchor Eltr. on Apr. 23. The Interstate Eltr. was burned the same day, and Spanton, who was indicted on the charge of burning the house, was acquitted, his accomplice, Melvin Campbell, having confessed, was sentenced to one year in prison.

St. Paul, Minn.—Premiums for the best displays of field seeds and grass seeds will be awarded at the annual meeting of the Minnesota Agricultural Society at this city Jan. 14, 15, 16. Professor J. H. Sheppard of the North Dakota College will read a paper on "Grain Production," and C. P. Hartley of the U. S. Dept. of Agri. will speak on "Corn Culture."

St. Paul, Minn.—Bucket-shop methods were thoroly exposed by that past master in the art, Geo. J. Hammond, a government witness in the prosecution of the officers of the Wisconsin Grain & Stock Co. for using the mails to defraud. Hammond acknowledged that while operating the rival bucket-shop known as the Coe Commission Co. he had stolen the quotations of the Minneapolis Chamber of Commerce. Hammond said: "They did business in the same way that we did. They took the opposite ends of trades and cleared them thru the Superior Board of Trade, except that while we filled the orders at the price of the market at the time the order was received, they held the market from five to ten minutes on grain, and from fifteen to twenty minutes on stocks, in order to take advantage of the fluctuation." Important testimony was given by Charles S. Hurst, who for several months during the life of the Wisconsin Grain & Stock Co., was that company's operator and manager at Ironwood. Mr. Hurst testified that the wire of the Wisconsin Grain & Stock Co. and the Edwards-Wood Co. ran thru the office of which he was in charge. He said that orders to the Superior Board of Trade were always sent after the trading of that board had closed. A. S. Hicks, for fifteen years in the bucket-shop business, testified that he had been ten years with the Christie Grain Co. and that he was hired to trade on the Superior Board of Trade as the representative of that company. He was instructed "to take the other end" with Kimball, another trader on the board. George Noble, one of those who posed as an independent operator on the Superior Board of Trade in 1906, testified that he had been hired by M. C. Wright of the Edwards-Wood Co. to trade on the Superior Board of Trade. He was to receive a salary of \$50 per month, which was to be paid thru the

clearing house, in addition to office rent and other necessary expenses which were incurred in operating. He shared an office with Peabody, Wilson and Crumpton, all of whom the government is trying to show were wholly "dummy" traders representing the Wood interests. He did not buy or sell any actual stock of wheat and he testified that he endeavored to even up his trades at the end of each day. Albert Sheldon, now in charge of the Mankato office of a Minneapolis grain commission firm, testified that he was in the employ of the Wisconsin Grain & Stock Co. He told of an order for 100 shares of Great Northern preferred stock at 206 which was received from Menomonic on Dec. 18, and said that the defendant, Kelly, who was acting as order clerk, told him to "hold the market" after this order was received. He said that he held up the quotations for about a half hour and that in the meantime the market fell off several points and went back to 205. M. C. Wright of Minneapolis, who traveled for the Edwards-Wood Co., and later became its representative at Superior, testified in regard to organizing the Superior Clearing house. The witness said he was directed by his principals to have papers drawn up for a clearing house organization; also to purchase a number of memberships on the board of trade. He said he employed Noble, Peabody and other brokers to trade in the pit at salaries of \$50 a month.

MISSOURI.

St. Louis, Mo.—W. R. Hall Grain Co. has succeeded Jno. E. Hall Com. Co.

Mound City, Mo.—R. E. Cottier bot the grain, feed and coal business of W. R. Smith Jan. 1.

Liberty, Mo.—The feed mill and eltr. of J. S. Rollins was burned recently, being almost a total loss.

Edina, Mo.—Ozro Parsons and Harlam Berryman have bot the grain and feed business of John Walters.

St. Joseph, Mo.—Thomas P. Gordon has brot suit against Geo. Eleringer to recover \$162 and \$8.34 for breach of contract, in not delivering wheat.

St. Louis, Mo.—The John Mullally Commission Co. has favored the Journal with one of its wall calendars for 1908, with the full length painting in colors of "Blanche" by Ryson.

Kansas City, Mo.—Board of Trade members subscribed \$215 to the Santa Claus fund which is distributed by the Franklin Institute, and remembered the employees of the Board.

St. Louis, Mo.—Clyde E. Leighty has been transferred to New York and his place in charge of the government grain standardization laboratory here has been taken by R. C. Carroll of New Orleans.

Wakenda, Mo.—We are progressing nicely with our grain eltr. and will have it inclosed this week (Jan. 2) and think that we will be ready to handle corn by Jan. 20. We have had unavoidable delays, but everything is moving along nicely now.—W. F. Circle, mgr. the Wakenda Eltr. Co.

St. Louis, Mo.—The caucus named the following officers for the Merchants Exchange for the year ensuing after the annual election, Jan. 8: Edward Devoy for pres, Edward G. Scharff for first vice pres., and Manning W. Cochrane for second vice pres. George H. Plant, retiring pres. George C. Martin, Jr., Charles F. Sparks, John L. Wright and Henry Greve for directors.

Kansas City, Mo.—The following have been nominated as officers and directors of the Kansas City Board of Trade for the coming year: For pres., G. S. Car-kener and H. J. Dffenbaugh; second vice pres., E. O. Bragg and C. W. Lonsdale; directors, A. L. Earnest, Samuel Hardin, J. A. McLiney, W. C. Miller, A. J. Poor, J. E. Rahm, E. B. Russell, J. Sidney Smith and A. D. Wright.

Kansas City, Mo.—The deduction of 100 lbs. from the weight of the grain in cars unloaded into their eltrs. was discontinued Jan. 1, it is said, by the proprietors of the Midland, Frisco, Memphis and Terminal Eltrs., until the directors of the Board of Trade decide whether to test the Kansas law making the deduction a misdemeanor or to order all the eltrs. to settle for the full amount shown by the scales.

St. Joseph, Mo.—The bill against option trading introduced in congress by Representative Chas. Scott is opposed in resolutions recently adopted by the St. Joseph Board of Trade, declaring that "The option market enables buyers to accept a closer margin than they would accept otherwise on account of a less risk involved. The general principle obtains in the grain business as in all other business, namely: That profits demanded are in direct proportion to the risk involved. Legitimate hedging is not a speculation. No intelligent banker wants to loan money to a grain buyer on unprotected grain or products. The misuse of the option grain market by gamblers is no good reason for eliminating it and denying legitimate dealers, millers, bankers, and farmers the protection it affords."

MONTANA.

Moore, Mont.—Pat Nihill, E. O. Hedrick, Clyde Grove and others have been appointed to look into the matter of the erection of another eltr.

Billings, Mont.—This city is said to be a good location for an eltr. to handle the high grade Montana oats and wheat. Oats testing 45 lbs. to the bu. are common.

Bozeman, Mont.—H. S. Buell and Z. S. Morgan, representing the farmers of the Gallatin Valley, by their recent trip to Chicago, Minneapolis and Duluth, aroused considerable interest among grain dealers in the superior oats, wheat and barley crops of the Valley. Several thousand bushels of their club wheat, which is an excellent breakfast food cereal, have been sold through commission houses to local and Chicago cereal firms. Several sales are pending, which, if carried out, will result in one of the largest wheat shipments ever made from that section of the country, under conditions that may be called commercially normal, not as a highly speculative situation such as has been the chief incentive in years past.

NEBRASKA.

Elmwood, Neb.—E. Smith has bot the eltr. of D. Smith.

Omaha, Neb.—J. H. Conrad has applied for membership in the Grain Exchange.

Lincoln, Neb.—The suicide of Tom Worrall is reported elsewhere in the Journal.

Omaha, Neb.—The Nebraska-Iowa Grain Co. is installing an Avery Automatic Scale in its new eltr.

Pleasant Dale, Neb.—The Nebraska-Iowa Grain Co. has let the contract to

the Younglove Construction Co. for a 20,000-bu. eltr.

Murray, Neb.—The Murray Farmers Eltr. Co., incorporated, capital stock \$5,000. The company is composed of about 100 farmers in this vicinity.

Lincoln, Neb.—The state ass'n of farmers co-operative grain and live stock companies will hold its annual meeting at this city Jan. 21 in the Lindell hotel.

Brock, Neb.—The Bartling Grain Co. had trouble with its new gasoline engine, on account of the foundation on which it was erected not being properly built.

Nebraska City, Neb.—David Jackson, superintendent of the eltr. at the cereal mills, had his hand caught in the car puller and the hand was badly maimed.

Lincoln, Neb.—The Nebraska Corn Improvers Ass'n will hold its annual corn show at this city Jan. 20 to 24. Cash prizes to the amount of \$450 have been offered.

York, Neb.—After disposing of its eltr. the York Farmers Eltr. Co. finds it has not sufficient money to pay off its indebtedness, and has commenced suit against some of its stockholders who have not paid up.

Lincoln, Neb.—The State Railroad Commission on Jan. 3 heard testimony in the complaint by Burke & Kent of Genoa against the Union Pacific road for alleged discrimination in the rates on grain and feed from Kent and Murchison.

NEW ENGLAND.

Malden, Mass.—W. H. Cunningham's new eltr. has been completed.

Worcester, Mass.—The Marlboro Grain Co. will install electric motors in its new eltr.

North Reading, Mass.—H. L. Upton has succeeded T. J. Foley in the grain business at this place.

Quincy, Mass.—The home of F. W. Crane, a wealthy grain dealer, was robbed recently, of silver and jewels.

Westminster, Vt.—Jos. H. Wright, of Saxtons River, has bot the grain and mill business of O. J. Butterfield.

Boston, Mass.—Frank H. Fitts died recently after a lingering illness. He was a member of the Chamber of Commerce.

West Roxbury, Mass.—Safe blowers visited the office of Willard P. Whittemore, grain dealer, recently. The amount of their booty was \$16.40.

Boston, Mass.—The New England Grain Dealers Ass'n will give a banquet on the evening of Jan. 13 following its annual meeting, at the hotel Brunswick. Tickets to the banquet are \$3 each and are supplied by the secy, 713 Chamber of Commerce bldg.

Hampton, N. H.—The eltr. of the Irving Powers Co., of Boston, at this place was burned Dec. 25. Loss on building and contents was \$12,000. Insured for \$4,500, and machinery \$1,500. The mill contained grain, barley and flour valued at \$3,000.

NEW JERSEY.

West End, N. J.—The grain storehouse of John Guire & Bros. was burned Dec. 28. Loss, \$10,000; insurance, \$5,500.

NEW YORK.

Rochester, N. Y.—The Rochester Chamber of Commerce has elected C. F. Garfield pres.

Palmyra, N. Y.—G. D. Downing, who was formerly engaged in the malting business, died recently.

New York, N. Y.—D. G. Van Dusen, of D. G. Van Dusen & Co., has been elected a member of the Produce Exchange.

Cohoes, N. Y.—John Horrocks Co., incorporated, capital stock \$10,000; incorporators, Anna W. Horrocks, S. Edwin Horrocks and James E. Horrocks.

Buffalo, N. Y.—Louis Reed, a grain scooper, was smothered to death under several thousand bushels of grain at the plant of the Iron Eltr. & Transfer Co.

New York, N. Y.—Creditors of Wm. M. McCord, doing business as Henry D. McCord & Son, held a meeting Jan. 2 and elected James F. O'Beirne trustee. The liabilities are \$210,000.

New York, N. Y.—We are going thru a holiday trade, which is always dull; but the majority of the people on our exchange are looking for an increased business now that the first of the year is past. —Rubins Bros.

New York, N. Y.—The end of the year celebration by the Produce Exchange carried out the new idea of last year by giving a benefit to the poor of lower New York. Seats were constructed around the big floor to accommodate 1,500 spectators. Tickets were distributed thru churches and other organizations for about 700 boys, 700 girls and 500 adults, representing the deserving poor, each ticket entitling the holder to a basket containing canned soup, chicken, potatoes, onions, condensed milk, coffee, bread, canned peaches, plum pudding, mixed candy, sugar, apples and oranges. The committee also gave to the children pairs of roller skates, fruit and candy. Each boy received a knife and baseball bat and each girl a doll and a work box.

Buffalo, N. Y.—In the Buffalo letter appearing in your issue of Dec. 25th, appears a paragraph reflecting on the manner in which the banks of this city handled the grain trade during the recent stringency. However much merited the criticism may be as applied to banks other than the Bank of Buffalo, doing business in this city, it certainly does not apply to this bank, which during the greatest stringency took care not only of its grain customers, but of general business accounts in a most satisfactory and praiseworthy manner. That the grain trade particularly appreciates the way in which they met the situation is shown by the fact that a number of grain accounts have been transferred from other Buffalo banks to the Bank of Buffalo during and since the time at which money markets were most greatly disturbed.—Burns Grain Co.

Buffalo, N. Y.—The suit which was recently decided against Spencer Kellogg began in 1899, when Mr. Kellogg asked damages of \$100,000. At this first trial, which was held in Buffalo in 1900, Mr. Kellogg was non-suited and the action was thrown out of court. The Appellate Division of the Supreme Court reversed that and ordered a new trial. The second trial was a victory for Mr. Kellogg. It allowed him damages which he claimed had accrued to the time he began the suit, which are said to have been computed at about \$6,000. The railroads took that to the Appellate Division and Mr. Kellogg was upheld there. The victory was regarded as one that broke the eltr. pool, as it practically sustained the complaint that the railroad pool was injuring Mr. Kellogg's business. The railroads promptly appealed, however, and the

Court of Appeals has reversed the lower courts. Mr. Kellogg still has another action pending with practically the same complaint, before the public service commission.

BUFFALO LETTER.

Dealers in millfeed are puzzled to know why feed prices are no firmer, with flour running so light. They find transit bran from the west held at various eastern points, which makes it impossible to keep prices steady.

The Buffalo Cereal Co. has permit for adding a new story to its mill and otherwise increasing its capacity. Buffalo is very much of a center for special milling, not to mention the fact that it is now next to Minneapolis as a flour manufacturer.

The barley interests are still much perplexed to know how the problem of supply of stock for malting is to be solved, for it is every where stated that there is not enough here to meet the demand and only a small amount is coming in this winter by rail.

M. P. Ryley is back in the International Eltr., which he ran for sometime as the Lackawanna Mill & Eltr., but was out of it when the company under that name went to pieces. The more active handlers of the business will be the Messrs. Lewis, who are members of his family.

The Rodebaugh mill, the Niagara Mill & Eltr., which has had such a peculiar history, is to be sold at once. It has been in the hands of George W. Bartlett as receiver for sometime, but customers for it have been few. He now states that he is sure of disposing of it right away.

The Chamber of Commerce election tickets do not exactly bristle with the names of grain dealers, the nearest approach to any being that of Frank F. Henry, manager of the Washburn-Crosby mill, as vice-pres., to run against William J. Sandrock, head of the marine insurance agency of Smith, Davis & Co.

The run of grain continues to be a small amount of wheat on track, this port getting practically all its wheat by lake, a little rye and barley, as they come pretty largely by lake, a fair amount of pretty low-grade oats and a fine lot of corn of all grades. Corn looks well, it is bright, but too damp to grade well.

There is a spurt of track grain of late, though it is not likely to last, as the dealers do not report anything much out of line. One day, for instance, the inspection department of the Corn Exchange reported 108 cars of corn and 50 of oats. As this is about half the amount of grain that passes through here the eastern movement is not so small.

The Electric Eltr. interests is paying more attention to wheat than formerly and the idea is expressed on 'Change that the plan is to make a specialty of it. Pres. Barker of the company has had a long experience in the business and will be very valuable in that connection. The new dryer to be put into the eltr. will be ready before the end of winter.

There seems to be a good demand for wheat eastward or the winter-storage fleet would not be unloading. Three or four of the cargoes have been ordered to eltr. and one or two have been taken out. What are we going to do with the 800,000 bushels of durum wheat in the winter storage cargoes, especially as the millers do not confess to wanting any of it! The rest of the 4,266,000 bush. afloat is practically all spring wheat.

There seems to be no issue in the old

suit against the owner of the Ontario Eltr., which fell down three years ago last October and spoiled a large amount of grain. Since that time the Wheeler Eltr., owned by the same interest, has burned and a new steel eltr., the Monarch, has been built in place of the fallen one. The suit may never be tried. In the meantime the eltr. ass'n has made such a claim against it impossible by putting into its warehouse receipt a statement that it is merely an accounting concern and not responsible for the grain, which is in its custody for convenience of accounting and handling.

This port feels satisfied over the record of grain receipts by lake for the season. The amount received was in round numbers 120,000,000 bus., almost exactly the same as in 1906, and only 3,000,000 bus. less than in 1905. If the oat crop last year had been what it usually is there would be a good sized surplus now, but the amount received by lake was only 11,161,000 bus., the smallest amount since 1888. The oat crop fluctuates much more than any other, as the lake receipts of oats in 1897 were 64,538,000 bus. The wheat receipts of the past season were 66,984,000 bus., which have been exceeded only in the three seasons of 1891-3.

Shippers are saying that the railroads are not keeping up with their orders entirely because of light business, but because the State Service Commission got after them so sharply. This commission has taken a course quite different from that pursued usually by the Interstate Commerce Commission and which that elder body might copy with profit. It gave hearings that were so searching and decisive that even a boy would be able to see where the blame for poor car service lay. The roads saw it as readily as the shippers did and fell into line as fast as they could, so that no decisions of much account had to be made or orders given by the commission.

Contention over the efficiency of work on the rebuild of the Erie Canal to 1,000-ton capacity or more, tho largely a political inquiry and intended to help kill off certain officials, will do good, as the tendency is to go to sleep over such work, to make it last. Buffalo objects to building the ditch so that it will float big lake steamers, but will not care if barges are built that can navigate both the lakes and the canal, for it is expected that these barges will reach ports far up and down the coast. Lately a western capitalist has been here, looking into the advisability of building grain carriers that will go the whole length of the lakes and proceed to the coast.—J. C.

NORTH DAKOTA.

Hazleton, N. D.—J. I. Roop has succeeded the Federal Eltr. Co.

Bathgate, N. D.—The Farmers Eltr. Co. has succeeded the Duluth Eltr. Co.

Milnor, N. D.—W. R. McGrann has taken charge of one of the eltrs. here.

Balfour, N. D.—The Farmers Store & Eltr. Co. has succeeded the Sullivan Eltr. Co.

Fargo, N. D.—The Tri-State Grain Growers Ass'n will meet at this city Jan. 14 to 17.

Cayuga, N. D.—A. F. Humbert has bot the mill and business of the Cayuga Mill & Grain Co.

Hartland (no p. o.), N. D.—Mr. Stinchcomb, of Cando, is erecting a 20,000-bu. eltr. at this place.

Mooreton, N. D.—Fire was discovered in the eltr. of the Crown Eltr. Co. Dec. 19, but was soon extinguished.

Fargo, N. D.—O. J. Major states that the independent eltr. men of the state will hold a meeting at this city Jan. 15.

Sherwood, N. D.—The Farmers Eltr. Co. is putting in a new 600-bu. clipper cleaner.—E. W. Langer, agt. Cargill Eltr. Co.

Beach, N. D.—W. S. Livermore, an officer of the Farmers Eltr. Co., while despondent over financial matters, recently committed suicide.

Landa, N. D.—The Farmers Eltr. Co., recently incorporated, has not decided which of the eltrs. to buy. Some are in favor of building.

Oriska, N. D.—Fred Kramer, who has been grain buyer for the Monarch Eltr. Co., resigned his position Jan. 1. He will take a short vacation.

Marion, N. D.—N. J. Olsen, of Minneapolis, has taken charge of the eltr. of the Sullivan Lumber Co., which he recently bot, and has retained Geo. Govig as agent.

Coulee, N. D.—The Dakota Farmers Eltr. Co., incorporated, capital stock \$50,000; incorporators, Q. Richards, Geo. M. Gray and B. K. Enochson, all of Kenmare.

Washburn, N. D.—Grain at present is coming in very slowly and eltrs. are about empty; plenty of cars to be had. Weather so far very mild.—Paul S. Meyer, mgr. Washburn Grain & Feed Co.

Kramer, N. D.—The Riverside Farmers Eltr. Co., incorporated, capital stock \$40,000; incorporators, Ole Johnson, Otto Finstad of Landa, N. D., E. J. Everson and others of this place.

Kerry Sta., Edinburg, P. O., N. D.—The new eltrs. built at this station this year were erected by the St. Anthony & Dakota Eltr. Co., and the Northwestern Eltr. Co.—Folson & Rustan Eltr. Co., Edinburg.

Bellmont, N. D.—The Red River Transportation Co. is engaged in the grain business here, with headquarters at Minneapolis, Minn. The grain is shipped by boat to Grand Forks, N. D., and thence over the Great Northern and Northern Pacific.

Coulee, N. D.—N. J. Lindgren has sold his eltr. at this place to the Farmers Eltr. Co., of Kenmare. He expects to go south for the winter, and may engage in the grain business the coming year. P. H. Morrow has been retained in charge of the eltr.

Devils Lake, N. D.—George W. H. Davis died at his home Dec. 27. He had suffered several months from heart trouble, asthma and other complications. He was 55 years old and was born in Canada. Mr. Davis was pres. of the Farmers Grain Co., which owns a line of eltrs. in North Dakota and Manitoba.

OHIO.



Woodington, O.—C. C. Mendenhall has succeeded J. W. Mendenhall in the grain business.

Toledo, O.—K. D. Keilholtz of Southworth & Co. has been appointed secy. of the Toledo Transportation Club.

Canal Fulton, O.—The big barley mill of the Pioneer Cereal Co. was burned Dec. 21, with 25,000 bus. of grain. Loss, \$60,000.

Rossburg, O.—We have bot the eltr. of J. N. Rose at this place, and will take

R

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possession March 1.—Buckland Milling Co., Buckland, O.

Enon, O.—S. A. Muff of new Carlisle is doing a scoop shovel business at this place. A fight is on.—M. Strong of Tranchant & Fennell.

Cincinnati, O.—William B. McQuillen has severed his connection with the Queen City Grain Co., and will embark in the Grain brokerage business.

Cincinnati, O.—Charles E. Knaul, a member of the Chamber of Commerce, has announced that he will retire from the grain and malt business.

Celina, O.—A brown-eyed beauty will greet every recipient of the handsome wall calendar that is being sent out by the Model Milling Co.

Cincinnati, O.—The directors of the Cincinnati Chamber of Commerce have decided to discontinue membership in the National Board of Trade.

Gilberts Sta., Burkettsville P. O., O.—I have my new 20,000-bu. eltr. at this place inclosed and will commence placing machinery Jan. 15.—S. S. Earhardt.

Cincinnati, O.—The Chamber of Commerce will hold its annual election Jan. 15. Robert P. Gilham heads the regular ticket and Thomas P. Egan the opposition.

Mansfield, O.—The Bucyrus Hay & Grain Co. is involved in a lawsuit at this place with Agnes Vantilburg and M. A. Hammett, thru the failure of the latter to deliver certain hay.

Tiffin, O.—As usual The Sneath-Cunningham Co. is sending out the handsomest calendar of the season. It bears three reproductions in colors of famous paintings of beautiful women.

Toledo, O.—Nearly 5,400 persons heard the addresses made by speakers on the Agricultural Special of the C., H. & D. R. R. Reports from those on the train confirm the very soft condition of Ohio corn.

Columbus, O.—The Myers Grain Co. has opened an office in this city and will buy and ship grain and feed. J. G. Myers is pres., Wm. M. Myers, vice pres., and C. M. Myers, treas. and gen. mgr. The company has eltrs at Lockbourne.

Toledo, O.—For the benefit of an unfortunate family whose head was a member of the Exchange, Frank I. King raised a fund of \$300 as a Christmas offering. Another member raised a fund for a blind man who sells apples.

Bowlusville, O.—Haley & Wausserman have bot the eltr. of John L. Bowlus, who has operated an eltr. here for the past 20 years. Mr. Bowlus intends to go to California. The new company will add a feed mill in connection to the eltr.

Cincinnati, O.—The circuit court at Covington, Ky., has decided in favor of the Cincinnati Grain Co. in its attachment suit against the Bucyrus Hay & Grain Co. to recover \$276 for breach of contract in failing to deliver 15 cars of hay sold.

Quincy, O.—Scoopors are making no end of trouble for regular dealers here and at De Graff and would you believe it the price of corn has been bid up to 50 cts. Any boy can give away money, but it takes live grain dealers to buy grain at a living profit in competition with scoopors.

Jonestown Sta., Tokio P. O., O.—Lawrence Schunck, of Celina, O., has bot the eltr. at this station of the Jonestown Grain Co. It has been enlarged to the capacity of 10 cars more, equipped with corn dump

of 1,000-bu. capacity, a new Ohio Sheller, new conveyor and drag chain, and was rebuilt in general.—J. S. Metzner, mgr. Jonestown Grain Co.

Ohio shippers should do all they can to help the farmer as to the best method of selecting seed corn. It is a very important question *this year* on account of the poor quality of corn that was raised in this state. Farmers should select their seed corn *right now*, take it out of the cribs, or wherever they have it, *before zero weather comes*. If they wait until after zero weather of course the corn will freeze and kill the germ.—J. F. Zahm & Co.

Toledo, O.—The Produce Exchange on Jan. 7 elected the following officers for the ensuing year: Pres., Ezra L. Southworth; vice-pres., Frank I. King; second vice-pres., Frederick J. Reynolds; secy., Archibald Gassaway; treas., Charles S. Burge. Directors, Frederick O. Paddock, Fred Mayer, Charles L. Cutter, William H. Morehouse, James E. Rundell, Cyrus S. Coup, Edwin N. Crumbaugh, William W. Cummings, Henry W. Devore, Daniel W. Camp. Committee on arbitration—Alphonse Mennel, William H. Haskell, John Wickenhiser, Harry Cuddeback, Herman Philipps, William E. Tompkins, Jesse W. Young. Committee on appeals—A. W. Boardman, J. H. Bowman, E. W. V. Kuehn, F. W. Rundell, F. R. Moorman, C. O. Wessendorf, A. B. Cutter, F. W. Jaeger, W. E. Stone, R. L. Burge, R. J. Wendt.

Rockford, O.—S. G. Hepburn of Van Wert, O., and B. McCristy of this place, are both scooping here in oats and ear corn, and owing to the variation in the quality this season are able by buying only top qualities of each to pay above the market, causing much trouble. They have been buying all fall. They have no plant, no employes and therefore no expenses when not taking in grain. They go out into the country and pick out the best and buy it but do not buy odd lots. They have been shipping to Cincinnati, Pittsburgh and Buffalo. With a short crop, poor quality and uncertain markets they are making the grain business here a losing venture.—Behymer Bros.

Columbus, O.—After discussing the matter for more than a year, the Columbus Board of Trade has established an inspection and weighing department and with A. R. Shannon as chief. Mr. Shannon has been the unofficial inspector for the grain dealers of Columbus for the past eight years and is a competent man for the place. There has also been installed at the transfer eltr. a Hess Grain Drier and arrangement made that all the dealers in Columbus may have the benefit of it, to take care of off grade corn. With these additional facilities, Columbus should make a material advance in its position as a grain market, both for the seller and the buyer. The Board of Trade adopted the rules recommended by the Uniform Grade Congress at its last meeting in Chicago, and the shippers now have official weights and inspection on all grain shipments to this point.

Toledo, O.—A vast amount of the business in this country is based on confidence and friendship; perhaps if the facts were mathematically known we could prove with figures that personal friendship plays a very important part in the business of this country; we have just had a little experience with the undermining of confidence and what it means. Before you secure business you must obtain a man's confidence which ripens into friendship as the months go by. Realizing this Fred

Mayer, along about Christmas time, forgot all about orders, puts and calls, futures, and other signs of the grain trade long enough to break into poetry in the following strain. He does not claim authorship, but in a very thoughtful letter to his friends he asks permission to repeat a little poem "in my mind." The probabilities are it was born there. Anyway the poem tells its own story.

If you have a friend worth loving,
Love him; Yes, and let him know
That you love him ere life's evening
Tinge his brows with sunset glow;
Why should good words ne'er be said
Of a friend—till he's dead?

OKLAHOMA

Hobart, Okla.—I have moved to this place from Birkbeck, Ill.—F. C. Shepherd.

Marlow, Okla.—The Yukon Eltr Co., incorporated, capital stock \$10,000; incorporators, J. E. Shields and E. G. Fisher of this place and J. F. Kroutil of Yukon.

Mounds, Okla.—We are out of business. Our eltr. was burned in April; and the feed store is being conducted by W. Hines.—C. F. Borgelt & Son, now of Nashville, Kan.

Guthrie, Okla.—The Corporation Commission has issued an order establishing the following joint rates on carloads for the distance of 400 miles: Hay and straw, 4 cents; corn meal, 5 cents; corn, 4 cents; wheat, 5 cents; flour, 5 cents. Protests against the order will be heard January 20.

OREGON

Portland, Ore.—Owners of the British ship Glenstrae have brot suit against Kerr, Gifford & Co., under a charter at 36 shillings 6 pence. The grain exporters notified the shipowners that the terms of the contract had not been complied with.

PENNSYLVANIA

Allentown, Pa.—Geo. D. W. Eckert, grain dealer, died Jan. 4.

Philadelphia, Pa.—The Marsden Co. is to be merged in the American Milling Co.

Philadelphia, Pa.—Warner & Picard, formerly in the Bourse bldg., have removed from the city.

Pittsburg, Pa.—Valuable and up-to-date maps of Ohio, Michigan and Indiana make the three wall calendars sent out by Herb Bros. & Martin useful for reference.

Philadelphia, Pa.—David W. Ellis died at his home Dec. 26, from congestion of the brain. He was 37 years old. Mr. Ellis was private secy. of William P. Brazier.

Philadelphia, Pa.—Wm. H. Cole and H. S. Trego have pleaded guilty to soliciting marginal accounts in wheat speculation, the former being fined \$100 and the latter \$1. Both alleged they had returned their customers' money.

Philadelphia, Pa.—The Mutual Trust Co., in the organization of which representative members of the Commercial Exchange were prominent, began business the new year with quarters in the Bourse bldg. W. J. Koch is pres., E. L. Rogers, vice pres., and J. S. Truitt, secy. and treas.

Lancaster, Pa.—Suits for alleged violation of the state pure feed law has been brot against Stump & Mueller of Marietta; Elmer Eby of Lititz; Adam C. Hershey of Lititz; B. R. Hollinger of Manheim; J. W. Eshelman of Lancaster; Harry R. Hershey of Leaman Place; B. F. Walter of Christiana, and Joseph C. Walker's Sons & Co. of Gap.

PHILADELPHIA LETTER.

Colonel E. L. Rogers will represent the Commercial Exchange, Board of Trade and National Hay Ass'n at the meeting of the National Board of Trade.

The grain dealers here predict a good trade for the coming year, and a gradual improvement of financial affairs.

John J. Buckley Co. of Chester, Pa., and K. Seiler & Bros. are the latest additional members of the Commercial Exchange.

The hay and straw trade of this city have decided to advance the commission on selling from 75 cents to \$1 per ton, to take effect within 30 days.

The report of the pure food commissioner of Pennsylvania analyzing and testing 75 different cereal foods now on the market is interesting the grain men at present.

There are six veterans of the Commercial Exchange who appear on the grain floor and the Bourse from time to time whose combined ages are 450 years, and some of them still quite active.

January 18th is the last day for posting nominations and January 28th regular election of the Commercial Exchange and candidates are now being canvassed by the members on 'change. Within the next week the nominating pot will begin to boil.

Thirty vessels carried grain and flour abroad from this port in December, including 1,825,245 bus. of wheat, 66,584 bus. of corn, and 239,000 barrels of flour. Receipts of wheat during 1907, 17,964,992 bus. and for 1906, 8,770,059 bus., showing a gain of 9,186,933 bus.

The old year was driven out by the armies of the grain men, Capt. Ed Richards in command of the east end of the floor at the Bourse, and Capt. Watson W. Walton at the west end, with a fierce package war, bladder banging, brass band music marching, songs and piano playing and other festivities. All now is business again.

Captain John O. Foering, for many years grain inspector of the Commercial Exchange, and former pres. of the Chief Grain Inspectors National Ass'n, is prominently spoken of as a candidate for state railroad commissioner, and Governor Stuart has his name under consideration. He is strongly endorsed by the Union League, Grand Army and financial and trade interests.

The representatives of the Nickel Plate, and Lake Shore railroads at Buffalo, N. Y., and the Michigan Central, at Victoria, and Montreal, Ont., notified receivers here that beginning on Jan. 2 the charge for diverting shipments of grain from these points would be \$2 per car, irregardless to any filing of orders prior to arrival.—S. R. E.

SOUTH DAKOTA.

Estelline, S. D.—The new eltr. for the Atlas Eltr. Co. will soon be completed.

Peever, S. D.—A meeting was held recently for the perfecting of a farmers eltr. company.

Badger Sta., Mitchell P. O., S. D.—A. S. Searle has taken charge of the eltr. of Hewitt & Connor.

Delmont, S. D.—I took the management of the Farmers Eltr. Co. at this place the first of the year.—M. R. Hanson.

De Smet, S. D.—W. G. Anderson has acquired the eltr. of Chas. Creiglow Eltr.

Co. The building was formerly used as a mill.

Badger Sta., Mitchell P. O., S. D.—The C. W. Doerr eltr. is about completed, and will be ready to take in grain in a few days.

Lemmon, S. D.—The John Hokanson Grain Co. has its new eltr. completed and Albert Hokanson has given up his school work as trustee of the University to buy grain with his father.

Willow Lakes, S. D.—At a meeting recently the farmers at this place made arrangements for the organization of a co-operative eltr. company, capital stock \$10,000, to conduct a grain and fuel business.

SOUTHEAST.

Atlanta, Ga.—Joseph Gregg & Son have removed to new offices at 206 Temple Court bldg.

Birmingham, Ala.—Plans are well under way for the establishment of a grain, cotton and produce exchange to receive market quotations.

Norfolk, Va.—The Virginia Hay & Grain Co., incorporated, capital stock \$5,000 to \$25,000; incorporators, James Barkley, pres.; G. H. Franklin, secy., and S. Chapman, treas. The company will deal in hay, grain, mill feed and meal.

Suffolk, Va.—The Virginia Mills, incorporated, capital stock \$15,000 to \$50,000. W. W. Robertson, of Norfolk, pres.; W. E. Flournoy, of Norfolk, vice pres.; J. W. Simmons, of this place, secy. and treas. The new company has bot the eltr. of Barton & Jeffery.

Newport News, Va.—Eltr. A has been closed and every employee of the Chesapeake & Ohio Grain Eltr. Co., with the exceptions of Superintendent Walter S. Upshur and Chief Clerk J. L. Street, has been temporarily suspended from service. It is thought that European buyers have been discriminating against Newport News, as the exportation of grain from other Atlantic ports has been very heavy during the time that the eltr. here has been practically idle.

TENNESSEE.

Nashville, Tenn.—Alex C. Harsh has withdrawn from Harsh Bros. & Co. and engaged in the grain business on Houston street under the name of Alex C. Harsh & Co.

Nashville, Tenn.—T. J. Roberts, chief grain inspector, is pres. of the city council and a member of the election board, and is kept busy by politicians and their friends.

Memphis, Tenn.—Jones & Rogers' Central Eltr. has been equipped with a three roll, two break mill of large capacity which they will use for grinding chops, in addition to their large double roller mill. The work was done by Fred Friedline.

Memphis, Tenn.—The Merchants Exchange has adopted resolutions declaring itself unalterably opposed to the federal government having anything whatever to do with the inspection of grain. A resolution offered by Sidney Bray, that the government should have supervision, was voted down.

Memphis, Tenn.—Webb & Maury have just completed extensive repairs and remodeling of their new Riverside plant. The new machinery equipment consists of a double roller mill for grinding corn chops and 24 in. and 36 in. belt conveyors with controllable discharge car sinks for

Mac Bride Coal & Coke Co.
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GENUINE POCAHONTAS and NEW RIVER
SMOKELESS COAL
Also Pennsylvania, West Virginia, Ohio, Indiana and Illinois Coal. Foundry, Furnace, Crushed and Gas House Coke.
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It positively prevents leakage of grain in transit.
Further information cheerfully furnished if desired.
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That Friction Jaw Clutch you have wished for but have never seen.
One that won't slip when oiled. Starts machinery without jar or jolt.
The machinist who installs this clutch doesn't need to wonder whether it will take hold or not.
HE KNOWS. This clutch is a positive drive at a practical price.
\$10 to \$30
Thirty days' trial to convince you.
Standard Mfg. Co.
SIDNEY, OHIO

unloading cars, two New England Automatic Bagging Machines for sacking even weight grain, new freight lift in the warehouse and new cement floors throughout the plant. This firm has also begun the construction of a hay warehouse 92'x120' and 22 ft. high. The entire plant is being equipped with individual electric motors for operating the different parts of the machinery. All of this work is being done under the supervision of Fred Friedline.

TEXAS.

Plainview, Tex.—I am looking for a location for an eltr.—J. C. F. Martin.

Waco, Tex.—Harris Parsons, bookkeeper for the H. H. Crouch Grain Co., who was operated on for appendicitis some time ago, expects to be able to be about soon.

Terrell, Tex.—The state corn show will be held at this city Jan. 16 and 17 by the Texas Corn Growers Ass'n.

Brady, Tex.—James Sigman, mgr. of the grain firm of Sigman & Co., was stricken with paralysis while at work recently. His condition is considered serious.

Beaumont, Tex.—The new steel eltr. for rough rice built by the McFaddin-Wiess-Kyle Rice Milling Co. was completed Jan. 3. Each of the 23 tanks is 50 ft. high, and their total capacity is 100,000 bus.

The proceedings of the reciprocal demurrage conference held at Dallas, Tex., Oct. 29 and 30, have been published in pamphlet form by the Fort Worth Freight Bureau, U. S. Pawkett, secy., Fort Worth, Tex.

Galveston, Tex.—Exports from Galveston from Sept. 1 to Jan. 1 were 6,186,878 bus. of wheat and 2,474,021 bus. of corn; compared with 7,848,473 bus. of wheat and 1,446,320 bus. of corn for the same period of 1906, as reported by C. McD. Robinson, chief inspector. Galveston Board of Trade.

Dallas, Tex.—About 100 members of the Texas Millers Ass'n met here recently to consult with their attorneys, General M. M. Crane, W. D. Williams, J. W. Terry and H. M. Garwood, to consider a defense to the charges brot by the attorney-general that the ass'n had violated the anti-trust laws.

If after hearing and considering this matter you should decide to promulgate, approve or prescribe any form of bill of lading for general use in interstate shipments, we desire to call your attention to some very objectionable features in the proposed Uniform Bill of Lading. One of the first is, the fact that the said Uniform Bill of Lading has been drawn by the most astute railroad lawyers in the United States, the best that money can employ, and, by the way, by money contributed by the whole people and which is really without expense to the Railroad Companies, and, of course, this form so drawn in the interest of the Railroad Companies and with a special view by its astuteness of blinding and really deceiving the part of the shipping interests of the country into a negative agreement to accept same. One of these objections is in the beginning of the bill of lading where it is attempted to bind the shipper and all of his assignees to the abstract proposition that all the terms and conditions in said bill of lading are accepted as reasonable conditions, whether printed or written, and under the proposed form the shipper is compelled to sign such an

agreement.—Secy. H. B. Dorsey at B/L hearing before the Interstate Commerce Commission.

WASHINGTON.

Seattle, Wash.—W. W. Robinson, hay and grain dealer at Pier 8, is building a large warehouse.

Almira, Wash.—Frank Johnson, of the grain firm of H. Johnson & Son, was recently married to Miss Alta Bennett of Hartline.

Olympia, Wash.—The Washington Railroad Commission, after the hearing on sack and bulk shipment of grain, has announced that no action will be taken unless the farmers demand bulk loading.

Seattle, Wash.—Owing to the congestion of wheat here the Great Northern has issued an order that not to exceed 30 cars per day shall be loaded along its line until the blockade has been relieved.

Spokane, Wash.—E. W. Swanson has brot suit against the Farmers Grain & Supply Co. to recover \$2,000 of salary and \$1,100 of other items due him. Mr. Swanson alleges that the officers of the company have sold out to a privileged concern.

Olympia, Wash.—The atty.-general has given an opinion to the state board of control that any excess of sacks over and above what is applied for by the actual consumers within the time provided by law may be sold to other persons at the best price obtainable by the board, and the price theretofore fixed for the sale of actual consumers does not control with reference to the sale of the excess.

In a suit brot against the Northern Pacific the road has filed answer declaring the reciprocal demurrage law unconstitutional, alleging that in order to fill all orders for intrastate business it would have had to discriminate against interstate commerce, and therefore the law is alleged to be an unconstitutional interference with interstate commerce. Because there is no similar legislation with respect to any other kind of business enterprise the law is also attacked as class legislation.

Prosser, Wash.—I believe that under present conditions it is impracticable to abolish the sacks in handling our wheat. Neither the farmer nor the shippers on the Coast are prepared for the change. It would require additional graneries and wagons for the farmers; for the railroads it would require eltrs., and for the shippers a new kind of vessel. This change cannot come about at once, and when it does come, it must be general in this state. It would not do to have bulk grain from some sections of the state and sacked grain from another. Another thing which must be taken into consideration is the car situation. The fact that the farmers of this state are now shipping their grain in sacks has been a blessing, for had it been otherwise the car shortage would have been much more acute than it has been the past two years. In this section, for instance, where there is but one railroad, the Northern Pacific could not furnish enough box cars to handle the crop in bulk.—E. W. Fry of Kemp & Fry.

WISCONSIN.

Milwaukee, Wis.—Fagg & Taylor are installing a new grain drier to be operated in connection with their eltr.

New Richmond, Wis.—Wm. Stetler & Sons have bot the New Richmond Roller

Mills. They will erect an eltr. in the spring, and make other improvements.

Chippewa Falls, Wis.—Hjermstad & Nibbe will erect a warehouse and eltr. The new building will be 200 ft. long and will be started early in the spring.

Milwaukee, Wis.—John Naskaret, 17 years old, stole wheat from cars and was fined the enormous amount of \$1. Thieves always have a story to excuse robbery. His was that his mother and the children needed food.

Stanley, Wis.—The American Society of Equity, incorporated, capital stock \$20,000; incorporators, A. H. Hunt, Eagle Point; Jos. Riley, Wheaton; John Roycroft, Lafayette, and others. The company will erect an eltr.

Superior, Wis.—A bucketful of bones is all that was found of the body of John Swedberg, who was burned in the Great Northern Eltr. fire. The remains were found 6 feet from the big door, and were identified by a locket, watch and chain. Swedberg went into the burning eltr. after some clothes he had left there.

Superior, Wis.—The Itasca and Superior Terminal Eltr. Co.'s have filed the declarations necessary to do business under the Wisconsin grain inspection law, and are thereby entitled to issue warehouse receipts. On the first day of operation under the compromise agreement, Jan. 2, the Wisconsin officials inspected 13 cars of oats and 2 of barley, and weighed grain of all kinds arriving. A car of wheat was received by Crumpton & Crumpton Jan. 4 having written across the B/L a demand "For Wisconsin Inspection." The Wisconsin Grain & Warehouse Commission has fitted up new offices on the third floor of the Board of Trade building and all reports are made there. Weighmen have been placed at all the eltrs. and mills and the inspectors work as they did before the injunction tied the hands of the commission some months ago. A few changes have been made in the grades and the regulations of the Wisconsin Commission as established when the body first organized. The most important of these relates to the mixing of durum wheat with other varieties and a new grade fixed for a mixture of No. 1. The new grades are to be published shortly in accordance with the law. The commission has placed A. H. Grieser, the chief deputy weighman, in charge of the offices and for the present he will do the bookkeeping.

MILWAUKEE LETTER.

Memberships in the Chamber of Commerce are selling at \$200.

H. Steve has been elected a member of the Chamber of Commerce.

Milwaukee banks are now meeting demands with cash payments.

F. W. Frieser, publisher of the daily market record, remembered his friends with cigars as a new year greeting.

The Milwaukee Grain & Feed Co. will erect a new large feed plant for drying purposes within a short time.

Frank M. Gates, for many years associated with the Wisconsin Central Railway, has been promoted to car service agent of the company.

Several of the local mills are closed temporarily, some having made purchases far in advance of sales, while others are scouting around for business.

Claiming that the state pure food law is unconstitutional, the Wisconsin Millers Ass'n has decided to make a fight against

it. The law requires that each miller pay a license of \$25.

Formal notice of the consolidation of the Milwaukee & Michigan freight line with the Reading Despatch and the Grand Trunk lines, has been received by A. C. Bowman, the change taking effect Jan. 1st.

Fearing to take the chances of delay in transit, one of the local commission merchants declined to solicit the shipment of a number of cases of storage eggs. No doubt hot corn has had the effect of driving them into a state of timidity.

Efforts to stop wholesale pilfering by teamsters resulted in the arrest by the Stern Mfg. Co. of one of its teamsters, who was later fined for the theft. The practice had become quite general and the milling company felt that this would serve as an example to all others.

Archie McFadyen, the veteran door-keeper of the C. of C., finished his 40th year in that capacity Dec. 31st. Archie still has the world renowned key secreted somewhere on his person, but efforts to obtain a description of it were unavailing as Archie refuses to show it.

In spite of persistent rumors to the contrary, Milwaukee brewers assert that there will be no raise in the price of beer as a result of the high prices they are obliged to pay for barley. While values are just double compared with last year, they declare that the only immediate effect is to make brewers more conservative and "slaughter" prices will be stopped when competition is keen.

As a result of the high prices paid for barley "to arrive" when everything was sold in this way with the booming of the market some months ago, these sales are proving to be stickers when it comes to delivering the stuff. The prices paid were the highest and buyers are expecting to receive the best there is. The kicks and howls have therefore not been few and far between for the least variation proves a stumbling block, and the turning down of cars has not been neglected to any extent. Thus far the differences have been amicably settled, and the rest of the appliance is expected to run off in about the same manner.

Business in the C. of C. was suspended at noon Tuesday, Dec. 31st, to allow of the customary antics following the close of the year's business. The parting year was given a rousing farewell after the close of business Tuesday, which was marked by the usual ceremonies. The grain throwing started early, and music interspersed with several vaudeville stunts, contributed to make up the fun. Mory Lowry acceded to popular demand and directed the band thru several selections and Schroeder warbled pathetic little ditties, one unusually touching, entitled, "Who stole the ring from mother's doughnuts."

Following close upon the burning of Great Northern Elevator "A" at Superior Nov. 8, efforts were at once made to clear away the damaged grain which was strewn in a great heap upon the ground and part in the river. This task was undertaken by C. R. Lull and two other Milwaukee men, and the promptness with which the work was put thru will be seen when it is known that 539 cars of the stuff was loaded and despatched inside of thirty-two days. A singular phase connected with the selling of the grain was that of disposing of the grain dumped in the river to be taken out by the seller. The grain has now been entirely disposed of and Mr. Lull is back at his Milwaukee office.—Slits.

Seeds

The Planters Seed Co., of Springfield, Mo., has moved into its new warehouse.

The Funk Bros. Seed Co., of Bloomington, Ill., has moved from its uptown offices and building.

Imports of clover seed at New York for the week ending Jan. 4 were 5,758 bags, against 150 bags a year ago.

Milwaukee last year transacted 12 per cent more jobbing business than in 1905 in timothy and clover seed.

Congress has appropriated \$50,000 to make good the seed deficiency caused by the burning of the government seed warehouse at Washington.

Alfred Plant, president of the Plant Seed Co., St. Louis, Mo., who entered the employ of Plant & Bro. in 1856 and became the head of the company, died Dec. 28, aged 87 years.

Until July 1 customs officers will continue to take 2-ounce samples of all importations of 100 lbs. or more of grass, clover and forage plant seeds, to be forwarded to the seed laboratory of the U. S. Dept. of Agri. at Washington.

Toledo received during the week ending Jan. 4, 713 bags of clover seed and shipped 315 bags, against 1,135 bags received and 1,667 bags shipped during the corresponding week a year ago. For the season receipts have been 18,973 bags, against 27,411 last season and shipments 2,825 bags, against 7,595 last season.

Receipts of clover seed at Toledo continue light, while the cash demand each day has been excellent, especially for the better grades. Poor N. E. G. however is not finding a ready market, as the outside demand is for better grades, most of them stipulating free from buckhorn. It is hard to buy any seed where the seller will guarantee free from buckhorn because the larger per cent of our receipts was seed that contained buckhorn.—J. F. Zahm & Co.

Leading wholesale peanut dealers and cleaners of peanuts in the state of Virginia have formed an ass'n, known as the Associated Peanut Companies of Virginia, to establish uniform rules of trade, among which are "terms net 30 days, with allowance of 1 per cent for cash in 10 days from date of shipment, the privilege in all sales reserved to make drafts against shipments, the limitation of credit to 30 days, the refusal to sell peanuts for future deliveries beyond 60 days from date of sale and no guarantee to be given against decline in market for any reason, sales to be bona fide and not subject to cancellation."

Chicago received during the week ending Jan. 4 145,000 lbs. of timothy seed, 15,500 lbs. of clover seed, 60,000 lbs. of other grass seed and 50,000 bus. of flaxseed; compared with 586,000 lbs. timothy seed, 59,000 lbs. clover seed; 343,000 lbs. other grass seed and 55,800 bus. flaxseed, during the corresponding week of 1907. Shipments during the week have been 358,000 lbs. timothy seed, no clover seed, 591,000 lbs. other grass seed, and 5,250 bus. flaxseed; against shipments of 330,000 lbs. timothy seed, 3,500 lbs. clover seed, 277,000 lbs. other grass seed and no flaxseed during the corresponding week a year ago.

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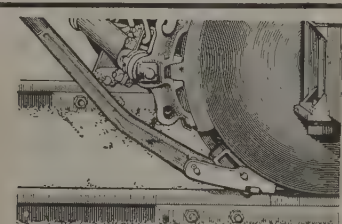
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THE NO-SLIP CAR MOVER WORKS, New Madison, Ohio

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We are prepared to give the most prompt, careful and courteous personal attention to our customers with a view to increasing their number. We invite correspondence or a personal interview with the representatives of Banks, Corporations, Firms and Individuals. —DAVID R. FORGAN, Pres.

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Supreme Court Decisions

Agreement Not to Engage in Business.—A contract by which one party agrees not to engage in a certain business at a certain place will be upheld and enforced, if reasonable and based on a good consideration.—*Wilson v. Delaney*. Supreme Court of Iowa. 113 N. W. 842.

A telegraf company delivering a message to a person not authorized by the sender to receive it is responsible for the consequences of any delay by such person in delivering to the addressee.—*Glover v. Western Union Tel. Co.* Supreme Court of South Carolina. 59 S. E. 527.

Option Contracts.—Express evidence by a party to a contract that delivery of the property nominally sold was intended or not intended may be overborne by inferences from facts and circumstances.—*Carson v. Milwaukee Produce Co.* Supreme Court of Wisconsin. 113 N. W. 393.

Recovery for Carrier's Delay.—A shipper suing a carrier for delay in the transportation and delivery of a shipment, cannot recover the expenses incurred by him on a trip to the point of destination to look after the shipment.—*Southern Ry. Co. v. Coleman*. Supreme Court of Alabama. 44 South. 837.

Carrier Liable for Negligence.—In a contract with a carrier for the transportation of goods, a condition that if a claim for damages be not presented within 30 days after delivery there shall be no liability therefor does not apply to and will not relieve the carrier from responsibility for negligence.—*Richardson v. New York Central & H. R. R. Co.* Supreme Court of New York, Appellate Division. 106 N. Y. Supp. 702.

Duty of Telegraph Co. to Deliver Message.—The duty which a telegraf company owes to the addressee of a telegram is personal, and is not fulfilled until reasonable diligence has been exercised to place it in his hands, and such duty is not as a matter of law fulfilled by delivery to a third person at the place of the business of the addressee unless the third person is authorized to receive the message, and one partner is not authorized to receive telegrams relating to private and social matters of the copartner.—*Glover v. Western Union Tel. Co.* Supreme Court of South Carolina. 59 S. E. 527.

Common carriers are not denied the equal protection guaranteed by U. S. Const., 14th Amend., by the provisions of S. C. act February 23, 1903, p. 81, § 2, requiring them to adjust and pay every claim for loss or damage to an intrastate shipment within forty days after the filing of a claim, under penalty of \$50 for each failure or refusal, where there can be no award of a penalty under the statute unless there is a recovery of the full amount claimed.—*Seaboard Air Line Ry. v. Seegers Bros.* Supreme Court of the United States. 28 Sup. Ct. Rep. 28.

Expulsion of Ass'n Member.—An unincorporated voluntary ass'n not organized for profit, may lawfully expel a member, notwithstanding it may own property, and membership therein may have a pecuniary value, if these conditions exist: That he is charged with conduct for which his expulsion is a proper penalty if he is guilty; that he has reasonable notice of the charge and opportunity to defend himself; that he is given a fair hearing; that a decision is rendered against him in good faith; and that he is not denied the benefit of any special rule that may exist relating to the matter.—*Harris v. Aiken*. Supreme Court of Kansas. 92 Pac. 537.

Recovery of Excess Freight.—Section 10,009, Cobbey's Ann. St. 1903, does not render void a contract between a railroad

company and a shipper to transport merchandise for less than the usual and regular freight rate, where such rate has been agreed to by mistake of the railroad company, without intending any discrimination against other shippers. Where such contract had been entered into and the freight transported in pursuance thereof, if the railroad company compels the payment of freight charges in excess of the contract rate, such excess may be recovered by the shipper.—*Haurigan v. Chicago & N. W. Ry. Co.* Supreme Court of Nebraska. 113 N. W. 983.

Regulation of Rates.—Under the third section of Act 1905, p. 147, c. 81, vesting the railroad commission with power upon complaint made " * * * after a full hearing to make any finding declaring any existing rate for the transportation of persons or property to be unreasonable, discriminatory or insufficient, * * * and to declare and order what shall be a just and reasonable rate * * * to be imposed, enforced, or performed or followed in the future in the place of that found to be objectionable," the railroad commission has no power, upon complaint as to certain rates, to adjust rates of which no complaint is made, nor to forbid railroad companies operating in the state from changing their existing tariffs not theretofore fixed by the commission, without the consent of the commission.—*State ex rel. Great Northern Ry. Co. v. R. R. Commission of Washington*. 92 Pac. 457.

Tom Worrall Quits Life.

Tom Worrall drank carbolic acid and died in Lincoln, Neb., Dec. 27. Rheumatic suffering was the cause, according to a note left his son, and written just previous to his death. Another strong man shuffled off because there was a weak link in his chain of life. Tom Worrall fought an alleged grain trust with knightly valor, wrote a book and did other things to make him a figure of National note. Now he is dead by his own hand. For years he was manager of the Nebraska Elevator Co., and a director of the Nebraska Grain Dealers Ass'n.

His first prominence was attained as a man likely to do something big when he attacked the Nebraska Grain Dealers Ass'n which he alleged was a trust. He was instrumental thru the efforts of Senator Brown, then Attorney-General of the state, in having the Ass'n dissolved.

During the progress of litigation Mr.

Worrall wrote "The Grain Trust Exposed" which was dedicated to "those who believe in a square deal." Altho written in a vigorous style and by a man who was in a position to "know" only a few copies of the book was sold. His friends say he depended too much upon his personality for business and expected to secure a larger portion of the patronage of the farmers, who failed to support him or even buy his book.

When his case with the grain association was settled he left Omaha and went to Lincoln, where he engaged in the Real Estate business until death.

In some ways his life was a success. He achieved fame tho sacrificial to his business and to the friendships of a lifetime. Tom Worrall is dead and the memory of his forceful spirit is his requiem.

Books Received

THE INVESTORS' PRIMER, an attractive volume and because of the field which it covers is really of the greatest practical value to the investor. There has long been a demand for a concise handbook of this kind which would give in clear, simple language, definitions of all the important terms and phrases employed in the investment and banking business. Following an interesting introductory chapter which consists of a general outline or description of the investment field, the book contains alphabetically arranged definitions of all the various terms and phrases used in the financial and investment markets, and a full description of the entire mechanism and machinery of investing. All the terms and phrases, many of which are not clearly understood by some brokers themselves, are here clearly and simply defined. The book sells for \$1.50 net with twelve cents added for postage. Published by The Moody Corporation, 35 Nassau Street, New York City.

OAT CROPS OF THE UNITED STATES.—The acreage, production and value of the oat crop in each state for each year since 1866 are given in a pamphlet prepared under the direction of Chas. C. Clark, associate statistician. Pennsylvania and New York led in the production of oats in 1866, the Keystone State having about 55,000,000 bus. and the Empire State 54,000,000 bus. The former raised its biggest crop in 1867, 59,900,000 bus.

In 1868 Illinois took second place with 32,000,000, but New York has always grown a large crop of oats. Illinois took first place in the production of oats in 1870 with 38,500,000 bus., held its lead until 1890, and since then Iowa has disputed the leadership. Illinois raised its biggest crop in 1902, 153,450,000 bus.; and Iowa in 1895, 182,967,000 bus. This is the biggest oats crop ever grown in any state; and the average farm price that year in Iowa on Dec. 1 was only 14 cents per bu.

Farm values average highest in the states bordering the Gulf of Mexico and in the Rocky Mountains, having risen to \$1.19 gold per bu. in Louisiana in 1868.

The oats crop of Delaware decreased from 2,317,000 bus. in 1866 to only 95,991 bus. in 1906, depending now, like other eastern states, upon the west for its supply of the cereal.

Missouri grew its largest crop in 1887, 39,793,000 bus. Kansas raised its largest crop in 1892, 44,000,000 bus.; Kentucky in 1895, 13,250,000 bus.; Texas in 1903, 32,500,000; Ohio, 1904, 49,700,000 bus; North



Tom Worrall, Lincoln, Neb., Deceased.

Dakota, 1905, 46,600,000; Indiana, 50,200,000; Nebraska, 72,275,000, and South Dakota, 46,400,000 each, in 1906. Bulletin No. 58, Bureau of Statistics, U. S. Dept. of Agriculture, Washington, D. C.

THE GRAIN TRADE, a paper read by J. L. McCaull of Minneapolis at the annual meeting of the Iowa Grain Dealers Ass'n at Des Moines, Ia., May 15, 1906, is the most comprehensive, clearest and ablest defense of the country elevator business ever presented. It was published in the Grain Dealers Journal for May 25, 1906, later it was published in pamphlet form, and now it has been republished by Harry W. Kress of Piqua, O., who sends it out as a Christmas Greeting to the trade. Those who were so fortunate as to read it when first issued will be equally delighted with the second reading.

MAINTENANCE OF FERTILITY.—Prof. Chas. E. Thorne, of the Ohio Exp. Sta., has prepared a summary of the results of 13 years of experiment with fertilizers on cereal crops and potatoes. From tests on widely different soils it is evident that the complete fertilizer, carrying nitrogen as well as phosphorus and potassium, has produced the largest increase of crop. The clover crop alone, therefore, even under the most favorable natural conditions, when abundantly supplied with phosphorus and potassium, has not supplied sufficient nitrogen to maintain the maximum production of which the succeeding crops are capable. It does not follow, however, says Professor Thorne, that clover growing should be dispensed with. Bulletin 182; 58 pages; Ohio Experiment Station, Wooster, O.

Suggestions on Federal Inspection.

BY GEO. A. WELLS.

I desire to offer the following suggestions for consideration, viz.:

(1) Would a Federal Grain Inspector be more competent in exercising his personal judgment than the Board of Trade or State Inspector, grain inspection being largely a matter of personal judgment, no positive scientific basis having as yet been established.

(2) Considering the fact that grain does change in condition as by the absorption or evaporation of moisture, etc., would not the same difficulty involved in such changing of conditions exist under Federal Inspection?

(3) Suppose a country grain dealer bought No. 3 corn from a farmer, and when it arrived at market it inspected No. 4 corn, both inspections being Federal, would the Government "make good" or would it be considered as merely performing a "Governmental Function" with no liability for damage?

(4) Could the foreign buyer hold "Uncle Sam" responsible for delivery of grain of the quality represented by the Government seal of inspection?

(5) Federal inspection could have jurisdiction only with Interstate Grain, while the present systems would no doubt still be maintained, thus making a dual inspection with double cost and endless complications.

(6) The McCumber Bill gives the Secretary of Agriculture practically unlimited authority in the establishment of the proposed Federal Inspection of grain. Is this advisable?

(7) Do we want a system established, that if it should prove impracticable cannot be removed, but that would cost the farmers of this country a vast amount of money?

(8) Is it not a fact that there is an

element of competition in the present system of inspection that accrues to the benefit of the farmer that would be removed by the Federal Inspection?

(9) If in a general sense the profits in the present system of handling grain as between the farmer and the consumer are not excessive, how is "Uncle Sam" going to give the foreign buyer more value for his money and at the same time give the farmer more money for his grain?

Elevator Saved by a Terrier.

Ever since the members of the Buffalo Corn Exchange went into deep mourning for W. B. Gallagher's dog, which had attained fame and won the admiration of all members by its ability to predict markets, the grain trade has longed for a winner to outrank Indiana's corn husking dog and at last he is found.



Tuck Sent in an Alarm.

Ohio has a smart fox terrier, who has distanced all other entries, placed many dealers in his debt by reducing the amount of their insurance assessments and saved his master's elevator at Xenia, O.

Tuck, as his proud owner R. M. Smart calls him, is night watchman in the warehouse. While discharging his duties recently as a faithful servant a fire suddenly broke out in a remote corner of the building. Instinct prompted the dog to bark which he did furiously, but all in vain. No one came to the rescue of the animal or the burning elevator.

Finally in its desperation the dog sprung upon the desk of his owner and in doing so knocked the receiver from the telephone, which automatically signaled central. In response to her inquiries for "Number?" the dog barked furiously into the mouth of the transmitter as evidently it had observed others do. "Central" soon notified a policeman who hurried to investigate and found it in flames. Firemen were called and the elevator was saved. Tuck is now the hero of the town and the special pride of his owner.

Cover's Dust Protector
Rubber Protector \$2.00
 Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
 124 Perley St., South Bend, Ind.

Water Won't Freeze
 in gas engine tanks if you dissolve
Calcium Chloride
 in it in the proportion of 4 1/4 lbs. to a gallon.
 And it's cheap—get names of users and full information.
James H. Rhodes & Company
 117 E. Kinzie Street Chicago, Ill.

Liability, Accident & Credit INSURANCE
London Guarantee and Accident Co. Limited
 Head Office, Chicago, Ill.

PATENTS PROTECTED BY THE PATENT TITLE AND GUARANTEE CO. NEW YORK

How little it costs to install a purifying plant—
 How little room it occupies—
 How little power it takes to run it—
 How small the cost of purifying—
 How profitable it is to purify—
 How easy it is to operate a Purifier—

Write to us and we will send you samples of purified oats and tell you all about purifying
U. S. GRAIN PURIFIER CO., Earl Park, Indiana

PURIFIED GRAIN
 is demanded by the Eastern Trade. Increase YOUR profits by purifying your oats.
 If You Want to Know—

Reliance Automatic Dump Controller

Here is What Users Think of It:
 Fowler, Ind., July 4, 1907.
 Reliance Construction Co., Indianapolis, Ind.
 Gentlemen: Inclosed find check for amount of invoice in payment for three Dump Controllers which we have tried and find they do the work fine. No trouble whatever to control any load we may have to dump.
 Yours truly,
WILBER HAWKINS. Per Finley.
 Yorkville, Ill., July 19, 1907
 Reliance Construction Co., Indianapolis, Ind.
 Gentlemen: Enclosed please find Chicago exchange for Dump Controller you shipped us June 4th. Ship us another Dump Controller as soon as possible.
 Yours truly, **JETER & BOSTON.**
 We know it will be satisfactory. Will ship on trial. **RELIANCE CONSTRUCTION CO., 625 Board of Trade Bldg., Indianapolis, Ind.**

Grain Carriers

The first meeting of the joint uniform classification committee will be held soon at New York.

An extension of 22 miles from Westmoreland to Manhattan, Kan., is proposed by the Kansas Southern & Gulf R. R.

During 1907 the lake shipyards, exclusive of the Canadian yards, launched 56 vessels, of which 40 were bulk freighters.

The federal government is about to begin suit to dissolve the alleged unlawful combination between the Union Pacific and Southern Pacific.

D. H. Kresky, the millers' freight broker, has pleaded guilty of accepting rebates on flour shipments. He was indicted a year ago at Kansas City.

Argument began in the Supreme Court at Washington Jan. 6 on the appeal of the Great Northern Ry. from the fine of \$15,000 for granting rebates on grain.

The Atlantic Northern & Southern has nearly completed its first line between Atlantic and Kimballton, Ia., and will build extensions to Villisca and Manning Junction.

East and west bound transcontinental tariffs will be finally checked at Chicago Jan. 13 at a meeting of the Transcontinental, the Central and the Trunk Line Ass'ns.

The Wood River Grain Co.'s complaint against the Union Pacific will be heard at Omaha, Jan. 20 by Special Examiner Frank Lyon of the Interstate Commerce Commission.

Before Apr. 1 the Pacific Coast extension of the Chicago, Milwaukee & St. Paul Railroad will be completed to Butte, Mont. Rails are being laid at the rate of four miles a day.

A hopper bottom boat for grain, ore and coal cargoes on the Great Lakes has been invented by Geo. W. Maytham. His design does away with most of the grain trimming and shoveling.

The complaint of the Hayes-Eames Elevator Co. against the Burlington, and of the Commercial Club against the Rock Island, will be heard Jan. 15 at Lincoln, Neb., by Commissioner Prouty.

Southwestern millers will have a hearing by the Interstate Commerce Commission Jan. 27 on the desired reduction in rates on flour and grain products from Kansas City to the east and for export.

The American Railway Ass'n in its latest bulletin reports the car surpluses on Dec. 11 to have been 118,263, and the shortage only 2,593. The Canadian group shows shortages greater than surpluses.

Wheat cars have been found at Chicago with holes bored in the floors and with seals broken. So common have these thefts become that the Northwestern road has sent J. H. Manning, secret service agent, out along the line to investigate.

The number of freight cars ordered built by the railroads during 1907 aggregated 151,711; against 310,315 in 1906, and 341,000 in 1905. Orders were given for the construction of 3,482 locomotives, against 5,642 in 1906.

Railways built 5,874 miles of new road during 1907 as reported by the *Railway Age*. This is the largest mileage built in any one year since 1888 with the exception of 1906, and has afforded opportunity

for the construction of scores of new grain elevators.

The elevation allowance which was canceled by the Northwestern Sept. 26 has been restored, effective Jan. 16 to Minneapolis and Duluth, and Jan. 23 to Chicago when milled in transit at Minneapolis. The allowance is $\frac{3}{4}$ cents per bu. to the elevators at Omaha.

Many steamships are being rushed to Portland, Me., to load with grain. Recently steamers have been arriving at the rate of one boat per day. One ship, the Coverdale, is coming 6,000 miles from Port Said, in ballast, to take a cargo of grain for Great Britain.

Rates on grain for the opening of navigation were set by the Dominion Marine Ass'n Dec. 27. From Fort William the rate on wheat will be 2c to Georgian Bay, Lake Huron and Lake Erie; $\frac{5}{8}$ c to Kingston; and 7c to Montreal. The rate on oats is to be $\frac{3}{8}$ c per bu. less.

The fixing of a fair per diem charge is requested by the Pennsylvania and several other roads in a petition filed Dec. 24 with the Interstate Commerce Commission, alleging that the New York, New Haven & Hartford has declined to pay the charge of 50 cents per car per day.

A bill is pending before the Interstate Commerce Commission of the house of representatives dividing the work of the Interstate Commerce Commission so that the Commission will consider rate making alone, the collection of statistics being turned over to a bureau of transportation. The Commission has more work than it can do.

To comply with the Hepburn act the railroads must dispose of their coal mines by May 1, but thus far only one or two roads have taken steps to get out of the coal business, altho they have had nearly two years' notice. After several conferences the railroad presidents have unanimously decided to refuse to comply with the law, on the ground that it is unconstitutional.

By a vote of 4 to 3 the Interstate Commerce Commissioners have interpreted the limitation provision of the act as follows: "Claims filed since August 28, 1907, must have accrued within two years prior to the date when they were filed, otherwise they are barred by the statute. Claims filed on or before August 28, 1907, are not affected by the two years' limitation in the act."

The St. Louis Merchants Exchange was given a favorable decision by the Interstate Commerce Commission recently in its complaint that the rates on grain to Arkansas points were too high. On Feb. 1 the Iron Mountain Route established reduced rates to Little Rock and near points and immediately after gave notice of withdrawal which the Exchange sought to prevent by federal injunction. The court denying jurisdiction, the question was laid before the Commission, with the result that rates have been reduced from 18c to 13c on wheat and from 15c to 11c on coarse grains.

It cost the Elwood Grain Co., of St. Joseph, Mo., \$2.50 for telegrams to post the agent of the Gulf & Ship Island Railroad at Gulfport, Miss., on the tariffs of his own road. The agent refused to turn over the grain to consignee at the 1634-cent rate, alleging the rate was 22 cents. After the exchange of several messages the agent finally released the grain. Claim for the \$2.50 expense was turned in to the road, which refused to allow it and the Elwood Grain Co. has laid the matter be-

fore the Interstate Commerce Commission. Commissioner Cockrell has replied that "The action of the railway agent in demanding more than a legal rate being a misdemeanor, the courts alone have jurisdiction. Agents must know the rates prescribed by their companies, or suffer the consequences. In tariff circular 14-A, enclosed herewith, the commission says, referring to rates, 'If agent is in doubt he should secure information from proper officers of traffic department.'" T. J. Berry, traffic manager of the grain company, says he will get that \$2.50 if it costs \$200 to collect it.

Reparation orders recently made by the Interstate Commerce Commission are the following: Refund of \$865 on four shipments of barley, Sacramento to Mohawk, Cal., to the Phoenix Milling Co. Refund of \$3.01 on a shipment of corn and oats, Memphis, Tenn., to Tommolan, Miss., to the Patton-Hartfield Co. Refund of \$12 on a shipment of kaffir corn, Madison, Kan., to Chicago, Ill., to J. W. Binding & Co. Refund of \$10.08 on a shipment of corn, Atchison, Kan., to Pensacola, Fla., to the Antle-Linley Grain Co. Refund of \$6 on a shipment of wheat from South Chicago, Ill., to Bellaire, O., to Rosenbaum Bros. Refund of \$551 on 8 cars of seed wheat, from Kansas points to Oklahoma, to Norman Milling & Grain Co. Refund of \$1,909 on 39 cars of wheat from Climax, Neilsville and Fisher, Minn., to Crookston, Minn., to Crookston Milling Co. Refund of \$11.75 on a car of oats from Winside, Neb., to Council Bluffs, Ia., to Trans-Mississippi Grain Co. Refund of \$48 on a shipment of wheat from East Fayetteville, Pa., to Chilhowie, Va., to Coyle & Diehl. Refund of \$25.51 on a car of corn from Atchison, Kan., to Nashville, Tenn., to Antle-Linley Grain Co.

A Joke on "Jim."

A prominent member of the Chicago Board of Trade officially known as James K. Hooper, but denominated as "Jim" by hosts of friends, had occasion to visit New York recently. While on 'change he came in contact with a number of business patrons and companions. One of them who was particularly friendly and gracious in a confidential moment offered to let him in on a "sure thing," that is, he proposed to raffle off a gold watch among about twenty-five members of the Produce Exchange, and would therefore allow Mr. Hooper a couple of chances on it at the regular rate of 15 cts. per chance. The Chicago man took two, securing numbers 13 and 14 respectively; obviously a lucky combination.

After due ceremony the little group of ticket holders gathered about a sample table and the drawing took place. Imagine the delight of our Chicago oats expert when it was solemnly announced by the self-appointed leader of this frenzied group of speculators that 13 was the lucky number. After expressing his gratefulness to the friend who had made possible the acquisition of such a good time piece at so small a hazard, he started to replace his own watch with the new one, when, to his utter consternation his watch was gone. A casual examination showed he had drawn his own watch.

The joke was on Jim and to prove that he appreciated it, he took the whole bunch to dinner.

Owing to the scarcity of food the Turkish government has entirely suspended the duty on wheat and reduced the duty on flour from 11 to 6 per cent.

Supply Trade

J. A. Horn has sold his interest in the Capital Construction Co. at Oklahoma City to A. E. Stinson and has moved to Lebanon, Ind., where he will continue elevator building and designing.

The most pleasing wall calendar yet received comes from the P. H. Pelkey Construction Co. It bears three reproductions of Greiners paintings of Dutch children. A smile comes with each picture.

The advertiser who timidly tries a single insertion and then waits to see what will happen rarely has to work overtime. Speaking generally, it is only the shallowest mail-order propositions that show their true value on first insertion.

Wall calendars with dates large enough to be seen and decorated with reproduction of famous paintings in colors are being distributed by the International Harvester Company of America, Chicago. Readers of the Journal can obtain copies by addressing the company.

The Western Millers' Mutual Fire Insurance Co. has incorporated in the state of Missouri. The incorporation of the company enables it to completely comply with the peculiar insurance laws of the state. The regular role of officers and directors are the incorporators.

The Millers' Individual Underwriters of Kansas City has voluntarily retired from the insurance field, having transferred its risks amounting to \$1,500,000 to various mutual organizations. C. H. Ridgway secretary of the Western Millers' Fire Insurance Co. supervised the transfer work.

The regular annual meeting of the Mill Owners Mutual Fire Insurance Co., Des Moines, Ia., will be held Jan. 15. The election of officers whose terms expire, and the transaction of business in the interest of the company is the order of business. All policy holders are invited to the meeting. All who are not policy holders are invited to become so.

"The Matinee Girl," dressed in a scarlet red, tailor made form fitting gown, hat with gorgeous ostrich plumes to match, plenty of furs and a sweet smile will help to advertise Day's Dust Collector, Bryant's Automatic Oil Filter and other machines manufactured by The Day Company during 1908. This advertising is in the form of a beautifully lithographed wall calendar the company is sending to grain dealers.

Did we have a financial stringency or disturbance. If so a large part of it must have been imagination. We have been busy as usual, always busy. Prices are steady and favorable to those contemplating building. It is possible to save in the cost of work now. The low price of lumber is causing orders to be placed but it is only a question of a short time until the old prices will be established. We anticipate a very large business for 1908.—Younglove Construction Co.

Addresses of firms whose machines or products of manufacture are mentioned in the news columns of this Journal may nearly always be found in the advertising columns. Grain dealers who consult the advertising columns of the Journal are finding it more and more profitable. In fact while in some cases the advertisements are not so entertaining as the news

columns the actual value of the Journal to its readers lies in its advertising, from a dollars and cents standpoint. Dealers who use the Journal as a Directory for buying are making the most of their opportunity.

The Grain Dealers Fire Insurance Co., of Indianapolis, knows at least six points why it is to the advantage of elevator owners to insure with it. In order to impress this fact upon some of them these six points have been printed on a folder and sent to elevator owners, to which is also attached six literal points of pens which the recipient is invited to use and write for information. The back page of the little circular contains a paraphrase of Lincoln's famous epigram to the effect that the Grain Dealers Fire Insurance Co. is a company of the grain dealers, by the grain dealers, and for the grain dealers.

Edward A. Ordway, for eleven years the Southwestern representative of the Invincible Grain Cleaner Co. with headquarters at Kansas City, Mo., died in New Mexico the 17th of December. He had suffered from the effects of a severe cold which he took while in Chicago last March and altho feeling quite well in the southern climate he suddenly was seized with a hemorrhage and died instantly. His employers say of him. "The field covered by Mr. Ordway was a very large and important one for one man to look after, but he was always equal to the task, being very active and energetic." He made many friends who will miss him sadly. He was born in 1861 at Beaver Dam, Wis.

Zeleny Thermometer.

The Zeleny Thermometer is proving invaluable to grain dealers who wish to protect grain while in storage. By means of this unique instrument which is connected with tanks of grain in storage the elevator superintendent in his office may "call up" the bottom of any grain tank he wishes and learn its temperature. Not only will the instrument tell the temperature at the bottom of the tank, but at various intervals in the tank.

At any time of day or night the elevator operator is able to tell just exactly the temperature of his grain without running it out of the bin. If a tank is hot for fifteen feet on top and the balance of it cool as the instrument would designate, then only the top would need to be moved while without the instrument the operator would be likely to run the entire lot through cleaning machinery so as to be sure that none of it was left in a heating condition.

On the other hand a few feet of grain at the very bottom of the tank might be warm, and the top cool, so the superintendent would have no intimation that anything was wrong until heat approached the top of the tank, while with this thermometer which is an ingenious application of a simple principle in physics any heat is quickly indicated.

The Electric Steel Elevator Co., Northern Linseed Oil Co., Red Wing Malting Co., Victoria Elevator Co., Sheffield Mill & Elevator Co., Bernhard Stern & Sons, J. G. King & Co., Albert Dickinson Co., Russell Miller Milling Co., Corn Products Refining Co., and others are among those who are entirely satisfied with the instrument.

The Multiplex Electric Thermometer Co., Red Wing, has issued an illustrated booklet relative to the Zeleny Thermometer which may be secured upon application by any Journal readers.

PASTEUR VACCINE CO. RATS VIRUS SCIENTIFIC EXTERMINATOR

NOT A POISON! Kills rats, mice, and other vermin and all mortal diseases that only infect rodents. Both the virus and vaccine are harmless to domestic animals, pets, game, poultry, and man. No odors. KATITE, Baiting Culture \$1.50, \$1.75, \$2.00, \$2.50, \$3.00, \$3.50, \$4.00, \$4.50, \$5.00, \$5.50, \$6.00, \$6.50, \$7.00, \$7.50, \$8.00, \$8.50, \$9.00, \$9.50, \$10.00. Example of Use: Disinfectant. All household and veterinary uses. Traumatic (iodine-free). Germicide, Non-Toxic, Non-Frustrating Human and Veterinary Surgical and Industrial uses.

PASTEUR VACCINE CO., L. PARIS, 7 Rue Meyerbeer. General Agents: W. H. BAKER & CO., 1111 N. Dearborn St., Chicago, Ill. Address Department K

Prompt and Accurate Analyses of All Grain and Feeds

Don't ship your corn until you have had it tested for per cent of moisture

The Columbus Laboratories

103 State St., Chicago

"THE 1905 CYCLONE is from 39% to 27% more efficient than the old Cyclone, considering both power consumed and quantity of air discharged."

The Mechanical Engineering Dept., University of Michigan.



THE

"NEW CYCLONE 1905"

MANUFACTURED EXCLUSIVELY BY

The Knickerbocker Co.
JACKSON, MICHIGAN

Fire Insurance Companies

Established 1889

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual

E. E. PERRY, Secretary

THE OLD RELIABLE

Michigan Millers' Mutual Fire Insurance Co.

OF LANSING, MICH.

Elevator and Grain Insurance

| | | | |
|-----------------|---|---|----------------|
| Assets | - | - | \$1,898,142.34 |
| Losses Paid | - | - | 1,766,407.89 |
| Net Cash Assets | - | - | 367,263.93 |

MILLERS MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

ALTON, ILLINOIS.

Wrote \$5,348,463.75 Insurance last year.
Paid \$110,724.14 in losses last year.
Added \$24,230.30 to surplus last year.
Assessed only 45% of basis rates last year.

If you want the best of Insurance at the lowest cost, write to us.

| | | |
|----------------------|---|-----------------|
| Insurance in force, | - | \$10,158,139.43 |
| Face value of notes, | - | 1,451,877.89 |
| Cash Assets, | - | 300,148.96 |

D. R. SPARKS, Prest. A. R. MCKINNEY, Sec.
Chicago Agent: M. W. Fugitt, 740 National Life Bldg.

ORGANIZED 1883

The Western Millers Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses and contents,

MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

Insures Mills, Elevators and Warehouses at Actual Cost.

| | | |
|--------------------------|---|---------------|
| Net Cash Assets, | - | \$ 254,314.69 |
| Losses Paid, | - | 1,282,844.90 |
| Saved to Policy Holders, | - | 1,665,098.34 |

Our Deposit Notes represent but one annual Premium.

Organized in 1875.

J. G. SHARP, - Secretary.

Grain Shippers Mutual Fire Insurance Association of IDA GROVE, IOWA

| | |
|---|-------------|
| Risks in force, Fire and Lightning..... | \$5,000,000 |
| Risks in force, Tornado..... | 1,000,000 |
| Admitted Ledger Assets..... | \$18,473.30 |
| Six Months' Assessment in course of collection, over..... | 25,000.00 |

Total Amount Assets Available for the payment of losses.....\$41,473.30
Fire and Lightning Cost for Current Year Only 80 per cent of the rate.
Tornado Cost for Past Five Years Only 50 per cent of the rate.

F. D. BABCOCK, Secy.

Elevator Owners

Write for our folder on the cause and prevention of elevator fires. As many copies as you wish will be furnished free. Put one in the hands of the manager of each of your elevators. It will cost you nothing, and may be the means of keeping your plant in commission during the busy grain season. It is published by an enterprise composed exclusively of

Grain Dealers

and devoted to the elimination of everything which adds to the

Cost of Insurance on Grain Elevators, Grain Warehouses and Grain

Statement of losses paid and money saved, with full explanation of plan and methods, upon request.

Elevator Underwriters

U. S. BEPPERSON, Attorney and Manager

R. A. LONG BUILDING

Kansas City, Missouri

MILLERS' NATIONAL INSURANCE COMPANY

205 La Salle St., CHICAGO, ILL.

Chartered 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CONTENTS on the Mutual Plan.

Five Year Policies (or short term policies on grain, if required.)

Semi-Annual Assessments costing about one-half Stock Company rates.

NO conflagration hazard.

| | | | |
|-------------------|---|---|----------------|
| Gross Assets, | - | - | \$4,429,866.14 |
| Net Cash Surplus, | - | - | 848,660.89 |

Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas or gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longacker, M. D., Price \$1.00.

THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price \$1.00.

THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price \$2.00.

GAS ENGINE TROUBLES AND REMEDIES, by Albert Strittmatter, Price \$1.00.

THE PRACTICAL GAS AND OIL ENGINE HANDBOOK, by L. Elliott Brooks, Price \$1.00.

For any of the above address

Grain Dealers Journal

255 La Salle St. Chicago, Ill.

Low Cost

for

Short Term Insurance

Grain Insurance at short rates means from 20 to 140 per cent more than the pro rata cost for the same length of time.

Short term insurance with the



INDIANAPOLIS, IND.

means from 40 to 50 per cent below pro rata for the time carried.

No grain dealer is using the best business precaution who does not learn our price on his elevator and keep fully protected with us.

C. A. McCOTTER, Secretary

Board of Trade Building

ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.

HAMILTON RUBBER MFG. CO.

MANUFACTURERS
OF HIGH-GRADE

RUBBER BELTING

If you want Belting, guaranteed to give perfect satisfaction for all classes of work insist upon your engineer specifying "Hamilton made."

WRITE FOR SAMPLES AND PRICES

161 East Lake Street, CHICAGO

ELMER E. BAST, Manager
TELEPHONE, Main 2296



Webster 40 in. Reversible Belt Conveyor 310 feet long for Handling Grain.

Webster Machinery

For GRAIN ELEVATORS
and FLOUR MILLS

Write for Catalog No. 30

Webster M'f'g Co.

1075-1111 West 15th St., CHICAGO

EASTERN BRANCHES:
88-90 Reade St., New York Pennsylvania Bldg., Philadelphia

YOU'LL BE ARRESTED

FOR MAINTAINING A NUISANCE
UNLESS YOU

ARREST

THE DUST AT YOUR ELEVATOR.
MY COLLECTOR IS AT YOUR SERVICE.

WRITE FOR PARTICULARS.

H. L. DAY, 1122-1126 Yale Place
MINNEAPOLIS, MINN.

BOOKS for GRAIN DEALERS

ACCOUNT BOOKS, SCALE TICKETS, GRAIN
TABLES, SHIPPING BOOKS, CIPHER CODES,
GAS ENGINE BOOKS, ETC. Tell your wants to
GRAIN DEALERS JOURNAL, CHICAGO, ILL.

**MR. ELEVATOR OWNER — DO YOU USE
ELECTRIC MOTORS FOR YOUR LEG DRIVES
DO YOU WANT TO KNOW HOW TO REDUCE
YOUR "REPAIR ACCOUNT" TO A MINIMUM** ?
SEND FOR A DESCRIPTIVE CIRCULAR OF
THE EVANS MOTOR ATTACHMENT
PATENTED U.S. AND CANADA
SCOTT F. EVANS MINNEAPOLIS U.S.A.

QUIT KICKING

AND SHOIVING grain cars into position.

BUY A

WELLER STANDARD CAR PULLER



with friction clutch
attached.

Our car pullers are made with extra heavy bearings and gears and we guarantee them to haul given capacity altho they have been known to pull twice their rated capacity.

Weller-made machinery for any part of your elevator is a guarantee that what you buy is reliable.

A Weller Standard Car Puller will "deliver the goods" to your receiving sink with less power and more efficiency than any other make.

We Solicit Inquiries about Elevator Machinery.

WELLER MFG. CO., Chicago, Ill.